

# **Historic, Archive Document**

Do not assume content reflects current scientific knowledge, policies, or practices.



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Established 1882

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

Established 1882

PUBLISHED BY  
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XXXVIII

431 South Dearborn Street, Chicago, Ill., February 15, 1920

NO. 8

WE ARE PROGRESSIVE ENOUGH  
TO BE AGGRESSIVE FOR YOU

**MCKENNA & DICKEY**  
Grain

60 BOARD OF TRADE

For your  
Business Sake  
Communicate

**TAYLOR & BOURNIQUE CO.**

Grain Merchants

MILWAUKEE, WISCONSIN

WESTERN BRANCHES:

Chicago, Ill.  
Sioux City, Ia.  
Mason City, Ia.  
Des Moines, Ia.  
Fort Dodge, Ia.  
Sioux Falls, S. Dak.

Department X

Elevators

Milwaukee and Chicago  
2,500,000 Bushels

Track Bids  
Sales to Arrive

Private Wires All Offices  
Fast and Efficient Service  
Consign to us at

EASTERN BRANCHES:

New York City, N. Y.  
Boston, Mass.  
Philadelphia, Pa.  
Buffalo, N. Y.  
Pittsburgh, Pa.

Quality and  
Uniformity

MILWAUKEE, CHICAGO OR SCHNEIDER, IND.

Buyers  
OF

**Clover**

AND

**Timothy  
Seed**

Mail Samples for Top Market Bids

**Milwaukee  
Seed Company**

MILWAUKEE, WIS.

Established 1877

**LANGENBERG BROS. GRAIN CO.**  
**GRAIN and HAY**

We Solicit Your Consignments

St. Louis

Kansas City

New Orleans

Oklahoma City

**THE ILLINOIS SEED CO.**

**GRASS SEEDS FIELD**

BUYERS

CHICAGO

SELLERS

Ask for Samples

Mail Samples for Bids

TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-  
TOP, BLUEGRASS, SEED GRAIN, GRAIN BAGS, Etc.

GRAIN, PROVISIONS

STOCKS AND BONDS

**SIMONS. DAY  
& Co.**

Phone Wabash 7860  
(All Departments)

322-330 Postal Telegraph Building CHICAGO

We solicit consignments and furnish bids on Cash Grain and Provisions for all markets

**The WAGNER**

Covers all markets. Ask for the weekly or  
daily issue. Has the largest circulation of any  
grain literature.

Stocks E. W. Wagner & Co. Bonds  
Grain Cotton  
Members New York Stock Exchange  
Members New York Cotton Exchange  
Members Chicago Board of Trade  
Continental & Commercial Bank Bldg.

**LETTER**

Established 33 Years

CHICAGO

**Courteen Seed Co.**

MILWAUKEE, WISCONSIN

**CLOVER and TIMOTHY  
SEEDS**

SPECIAL PRICES ON GRAIN BAGS

Write Us When Interested

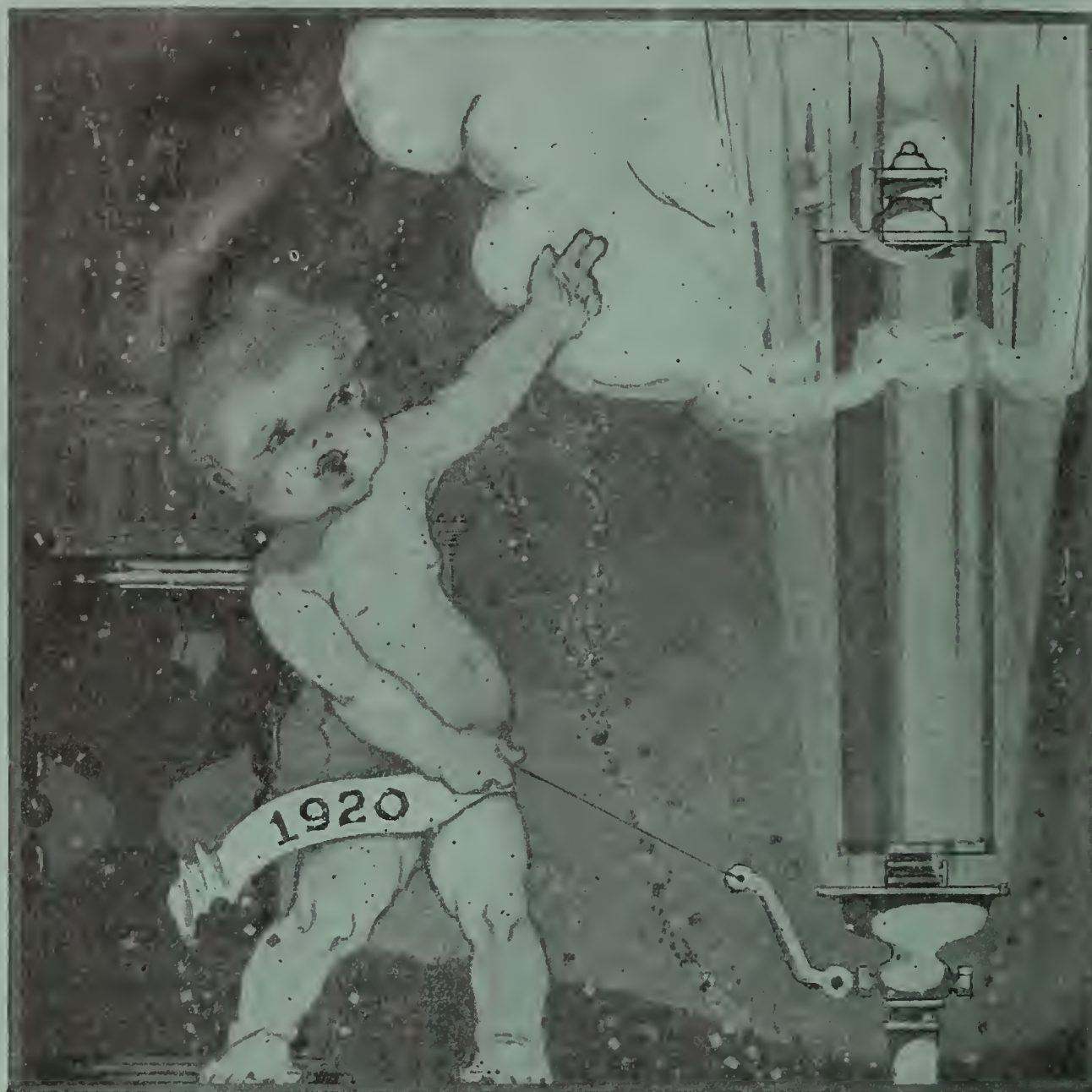
**BACHE SERVICE**

USE IT  
ON

**GRAIN AND SEEDS**

Chicago, Ill.





## The Whistle for Greater Production

The midnight whistles that shrieked their welcome to the New Year were, in reality the alarm clocks that sounded the call for *greater production*.

Speed up *production* for 1920.

World markets are open to you. New opportunities present themselves. Organize and create. Build and expand. Let Diamond cooperate with you. Diamond is prepared to give you quick service through its jobbers. Diamond conveyor and transmission belting, Diamond hose, packing, valves, gaskets, etc. are waiting to help you increase production for 1920.

THE DIAMOND RUBBER COMPANY, Incorporated  
AKRON, OHIO

# Diamond

## Mechanical Rubber Products



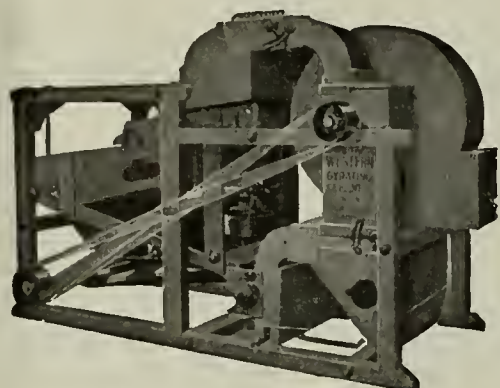




"Western" Rolling Corn Screen Cleaner



"Western" Regular Warehouse Sheller



"Western" Gyration Cleaner



"Western" Warehouse Combined Sheller

## Get the Feeling of Security

Everybody knows the sense of security that comes to the man who has the consciousness of having done the right thing at the right time and place. That man or firm has this feeling who has purchased the WESTERN LINE of machinery. He has the assurance of having a direct first lien on the continuous, economical and successful operation of his plant. Depreciation is less, and length of life of machinery is long. In short

### THE "WESTERN LINE"

represents a standard of efficiency and quality of service difficult to be found elsewhere. Also, in these times of sky-rocketing prices the Western Line is more than ever a standard of GRAIN ELEVATOR MACHINERY ECONOMY and is sold at prices representing true intrinsic value. Let us hear from you on your needed equipment for 1920.

*Our descriptive catalog furnished on request*

**UNION IRON WORKS**  
DECATUR, ILLINOIS

*Complete Line of Shellers and Cleaners Kept at*  
1400-1402 West 12th Street      KANSAS CITY, MO.



## MEMBERS

Nisbet Grammer  
President

BUFFALO CORN EXCHANGE  
CHICAGO BOARD OF TRADE  
INDIANAPOLIS BOARD OF TRADE

J. J. Rammacher  
Vice President and Treasurer

PAID UP  
CAPITAL \$2,600,000.00

# Eastern Grain, Mill and Elevator Corporation Buffalo N. Y.

Grain Merchants—Elevator Operators  
Owners of  
5,000,000 Bushels Elevator Storage Capacity

Concrete Elevator  
Capacity 2,000,000 Bushels

Central Elevator  
Capacity 2,500,000 Bushels

Iron Elevator  
Capacity 500,000 Bushels

Located on Buffalo River. Can unload grain from lake vessels, canal boats, or all rail cars and load to vessels, canal boats and cars via all railroads.

Largest and fastest all-rail grain transfer elevator at Buffalo. Can unload grain arriving via all railroads.

No Switching Charges to and from These Elevators

## WE WANT YOUR NEW CORN BECAUSE

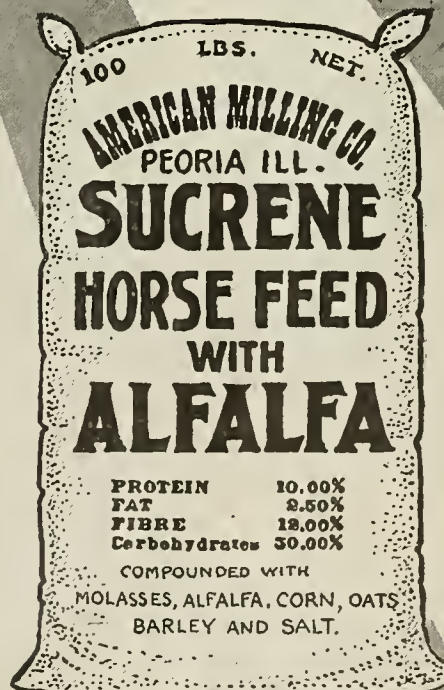
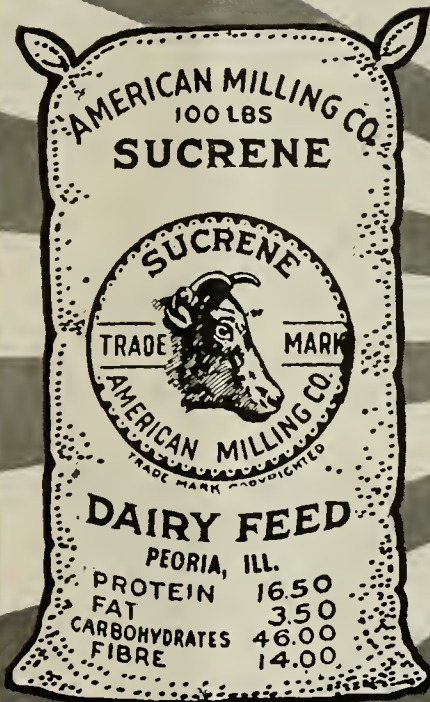
# WE

Have the best equipment in Buffalo.  
Can take care of grain irrespective of quality on arrival.  
Have large Hess Drier, Blowers, Clippers and Cleaners.  
Are largest receivers and shippers at Buffalo.  
Are in position to unload your grain quickly.  
Make returns following day after cars are unloaded.  
Want to handle all grain you Consign to Buffalo.



# SUCRENE FEEDS

20<sup>th</sup>  
Year  
of  
Supremacy



Watch for  
our special  
message to  
Feed Dealers in  
the near future.  
The greatest Sell-  
ing season Sucrene  
Dealers have ever  
enjoyed is about to  
open. Our splendid new  
mills, more modern, and with  
greatly increased capacity,  
will take care of the larger  
demand for Sucrene Feeds,  
which for years taxed our  
manufacturing capacity to the limit.

*Send In Your Orders Now*

for the complete line of Sucrene  
Poultry Scratch Feeds. We fill  
orders promptly in any quantity.

Address Main Office at Peoria, Illinois

**American Milling Company**

Main Office and Mills:  
Southern Mills:

Peoria, Ill.  
Owensboro, Ky.



# CINCINNATI

The Central Distributing Point for Grain and Hay



Grain and hay shipments consigned to the Cincinnati Grain and Hay Trade receive, under existing tariffs of the railroads, all the reconsignment and transit privileges incident to handling grain and hay at any other market, besides many others which are necessary in the handling of grain and hay shipments.

Furthermore, the railroads radiating from Cincinnati, as the map shows, furnish ample opportunities to reach any point North, South, East or West, and this establishes a valuable reason why country and elevator shippers of grain and hay should use the Cincinnati market and avail themselves of the privileges which are not obtainable elsewhere.

Note how the hay market has grown under the "square deal" plugging system. D. J. Schuh, secretary of the Cincinnati Grain and Hay Exchange, has presented the following comparison of grain and hay receipts at Cincinnati for the past year and 1918:

"In 1919, there were 1,846 more cars of hay received than in any former year. The total cars inspected at the plug track during the year were 10,700, against 8,954 in 1918. In December 824 cars were inspected, against 651 in December, 1918.

"A total of 13,159 cars of grain were inspected, made up of 7,160 cars of wheat, 2,712 cars of shelled corn, 480 cars of ear corn, 2,198 cars of oats, 305 cars of rye and 304 cars of barley. In addition 1,030 cars of feed were received."

The following representative and responsible merchants solicit your shipments to the Cincinnati market, all members of the

## Cincinnati Grain & Hay Exchange

Bender, A.  
Brouse-Skidmore Grain Co., The  
Brown & Co., W. L.  
Cross Co., The D. O.

Costello Grain & Hay Co., The Joseph F.  
De Mollet Grain Co.  
Dorsel Grain Co., The  
Early & Daniel Co., The  
Fitzgerald Bros. Co., The

Gale Grain Co., The A. C.  
Granger, Dan B., & Co.  
Mutual Commission Co.  
Nutritia Co., The





# Weller

## Labor Saving Equipment

### Save by Substitution

Labor, like coal or gasoline, is a necessary element of production. If either the coal or gasoline supply should develop symptoms of exhaustion, research workers would immediately get busy and find a substitute, and substitution alone will relieve an industrial situation, caused by a deficit in the labor supply.

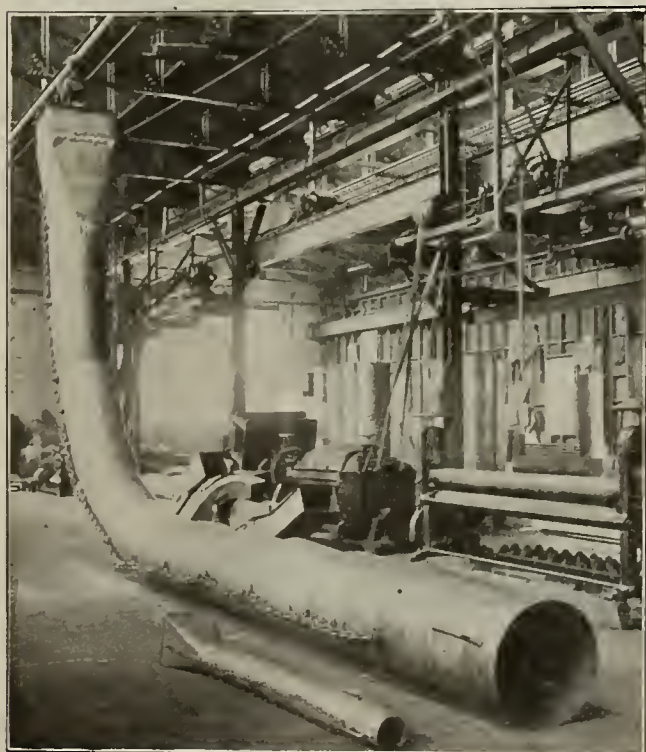
Every step in the process of readjustment is an application of the law of compensation, and the only visible method of compensating a labor shortage, such as now exists, is to substitute machine for manpower wherever a machine will do the work better, quicker, or more economically.

For more than thirty years the Weller Manufacturing Co. has specialized in the design and construction of labor-saving machinery, and during that time no other company has been so closely identified with the development of elevating and conveying equipment in its special application to mill and grain elevator work.

As pioneers in that field it initiated and developed many of the most economical and efficient methods which now obtain in the handling of grain and grain products.

The economy, efficiency, and dependability of Weller equipment is attested by the fact that more Weller elevators and conveyors are used in flour mills and grain elevators throughout the country than similar machines of all other makers combined.

*Write for our Catalog 30F, and let us help you to reduce your cost, stabilize your profits, and increase the output of your elevator.*



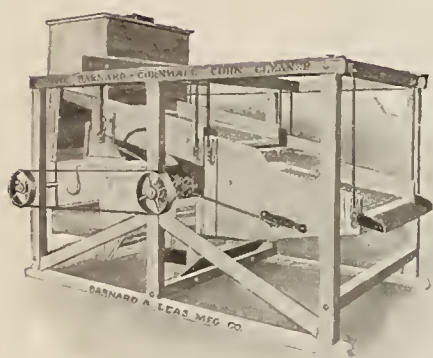
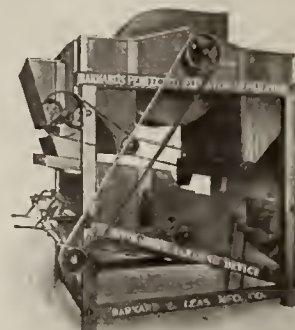
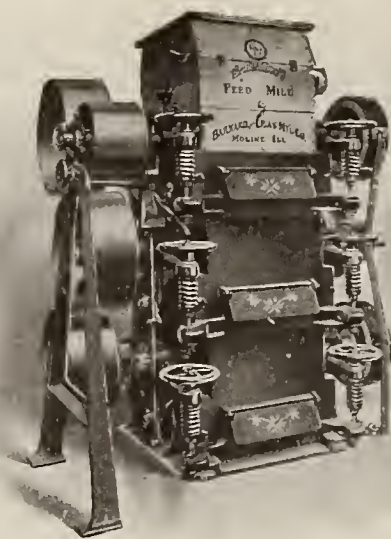
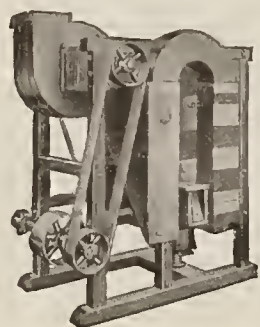
## WELLER MFG. CO. CHICAGO

NEW YORK CITY  
PITTSBURGH

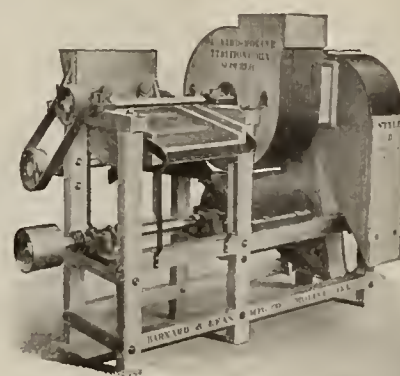
PHILADELPHIA  
BALTIMORE

SALT LAKE CITY  
BOSTON





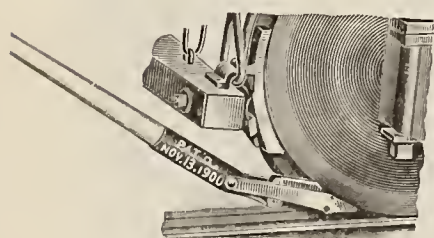
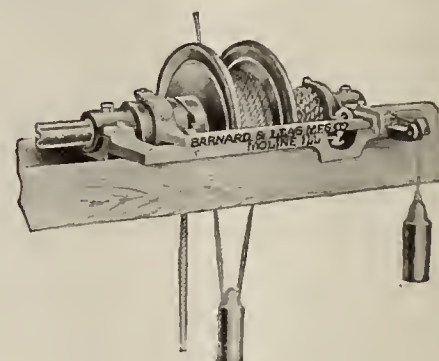
## NOW! Is The Time To Start Checking Up Your ELEVATOR EQUIPMENT



If it is your Corn Rolls that need to be ground and re-corrugated, send them to us; we are prepared to give you Quick Service and a job you'll be proud of. Our large roll grinding plant, under supervision of experts, is the most efficient plant in the Central West.

If it is a breakdown, and you need the necessary new parts quickly, wire us and we will have it on the way to you in a very short time. We give orders of this nature special attention.

Probably you need some new Elevator Heads, Boots, Cups, etc. We carry in stock, ready for prompt shipment, a very large supply of Elevator and Feed Mill Supplies, also a full line of Corn Shellers and Cleaners. Separators, Feed Mills, etc. We are in position to give you quick service on all orders, large or small.

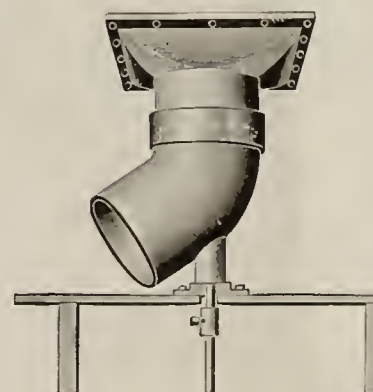
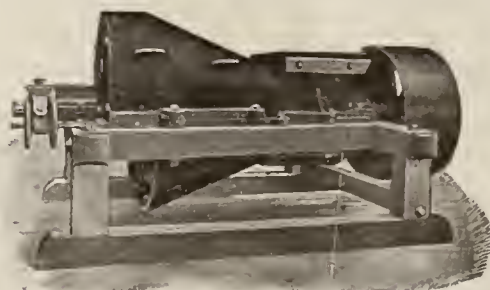
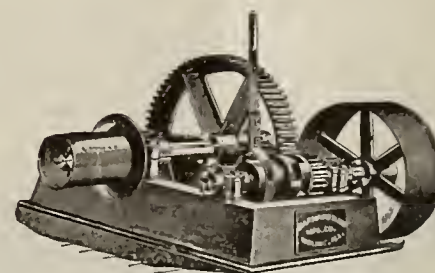


*Write for Big Elevator Equipment Catalog No. 38-H*

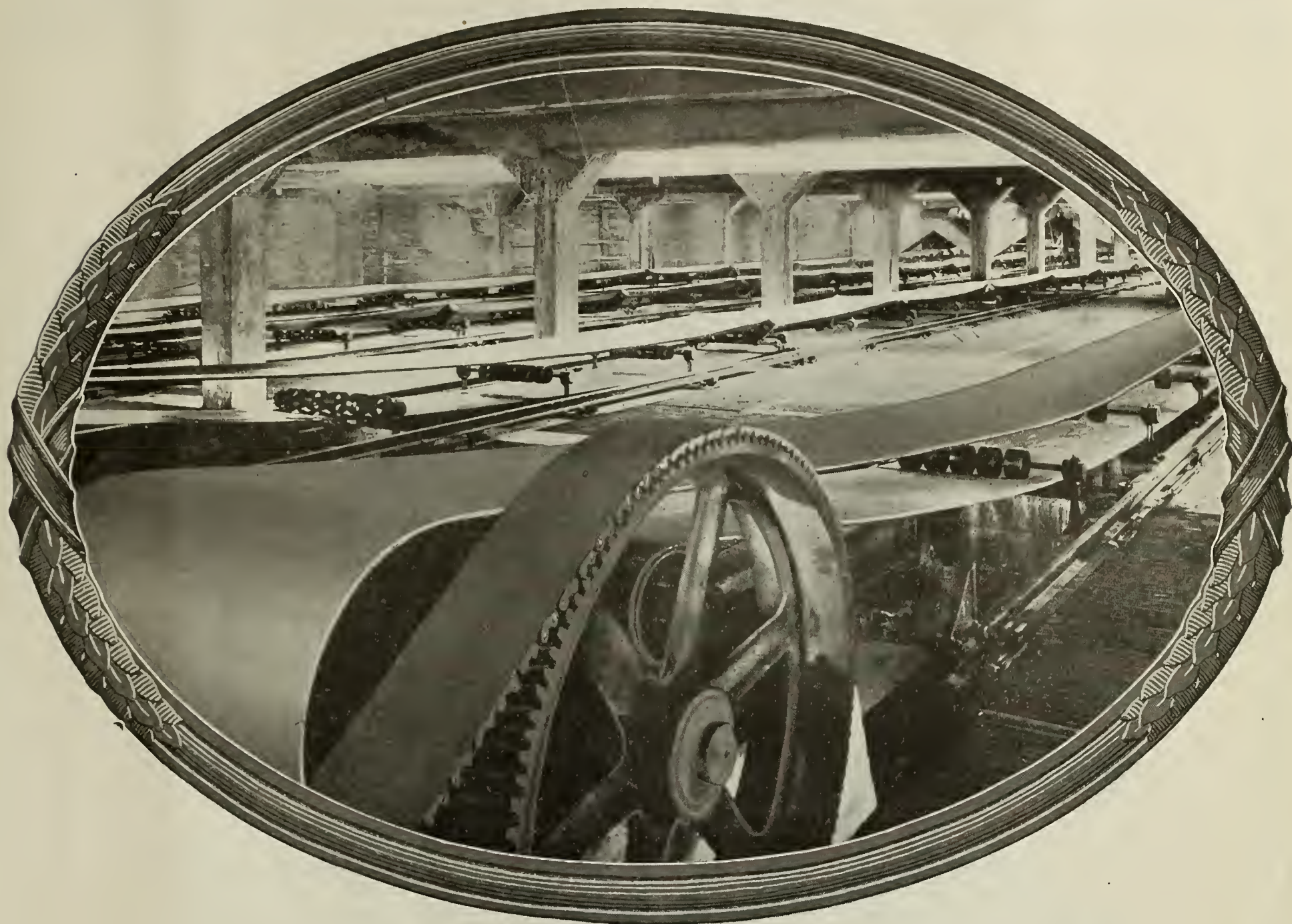
### Barnard & Leas Mfg. Co.

MOLINE, ILLINOIS, U. S. A.

*"Builders of High-Grade Elevator Machinery  
Since Eighteen Hundred Sixty"*







# GRAINSTER

Grainster Conveyor Belts and Grainster Elevator Belts are the results of careful study and long experience in the manufacture of rubber belting for grain elevator work.

The factories now making Grainster Belts produced the first belts ever used in handling grain, and have since kept pace with every increasing demand of the modern grain elevator.

The value of Grainster Belts has been proven by operators who are interested in the ultimate economy of operation of their plants.

**United States Rubber Company**







The Cynosure of all eyes,—that's the Indianapolis Grain Market.

Everybody is looking to Indianapolis for supplies and they do not look in vain.

Excellent Shipping facilities and good rates together with other advantages have made Indianapolis the best market in the country.

Individually and collectively the trade of Indianapolis is sleeplessly watchful of the interests of its patrons, therefore,

**Ship your grain and hay to any of the following firms—All members of the Indianapolis Board of Trade.**

BIG FOUR ELEVATOR CO., Merchandisers of Grain  
BINGHAM-HEWETT-SCHOLL CO., Grain Merchants  
BELT ELEVATOR & FEED CO., Receivers, Shippers  
BERT A. BOYD GRAIN CO., Grain Commission  
CLEVELAND GRAIN CO., Grain Commission  
WM. R. EVANS GRAIN CO., Brokers and Commission  
P. M. GALE GRAIN CO., Grain, Feed  
GOLDBERG GRAIN COMPANY, Consignments  
HEINMILLER GRAIN CO., Receivers and Shippers  
HAYWARD-RICH GRAIN CO., Commission, Brokerage  
LEW HILL GRAIN CO., Strictly Commission  
HOOSIER GRAIN CO., Consignments only

KENDRICK & SLOAN CO., Hay and Grain  
H. E. KINNEY GRAIN CO., Receivers and Shippers  
LAMSON BROS. & CO., Grain, Seeds  
E. LOWITZ & CO., Grain Commission  
McCARDLE-BLACK CO., Grain Merchants  
CARL D. MENZIE GRAIN & BROKERAGE CO., Brokers  
and Grain Commission  
MERCHANTS HAY & GRAIN CO., Hay, Grain, Feed  
SAWERS GRAIN CO., Consignments, Commission  
and Brokerage  
URMSTON GRAIN CO., Grain Commission  
FRANK A. WITT, Grain Commission and Brokerage





(F-1)

### THE FIRM BACK OF THE FEED

The satisfaction of selling feeds put out by a company which has been in the feed business for nearly half a century; whose name and fame is world wide; whose big volume of business, due to the high quality, dependability and efficiency of their product, making this firm the

#### LARGEST MANUFACTURERS OF FEEDS IN THE WORLD

is an advantage the majority of feed dealers are not overlooking. The demand for SCHUMACHER FEED by farmers because it is such a splendid, economical feed for all live stock, is so great, that it taxes to the limit the capacity of our several enormous mills, scattered throughout this country and Canada. More SCHUMACHER FEED is bought by stockmen than all other feeds combined—"a hint to the wise" dealer. If you are not handling SCHUMACHER you are missing a good profit producer. Write us.

**The Quaker Oats Company** Address, Feed Dept. **CHICAGO, U. S. A.**

IF



# Our Guarantee Is YOUR SATISFACTION

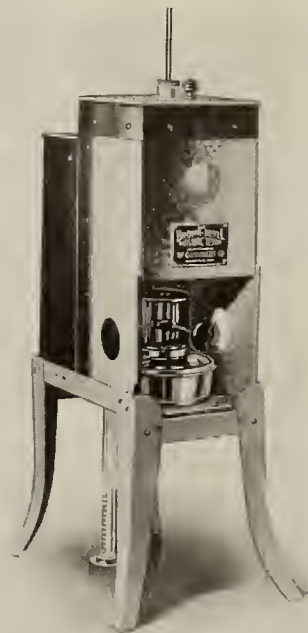
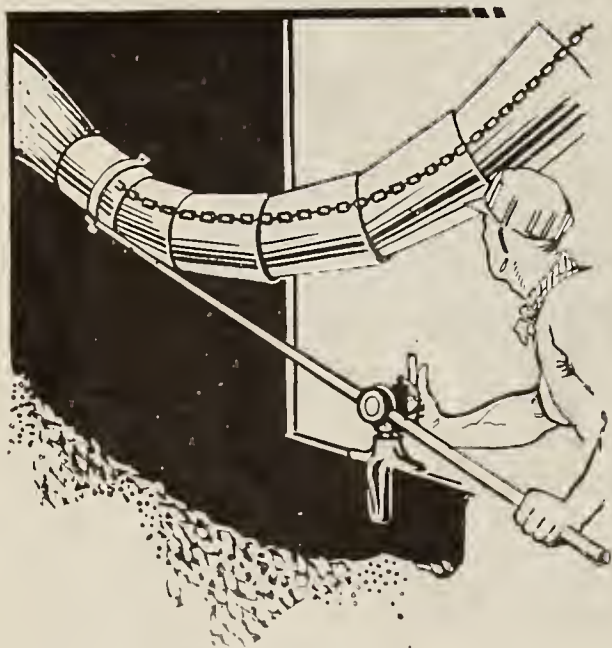


Dockage Tester

## The Cowan Dockage Tester Noiseless—Durable

Simply turn the crank and you have your clean wheat, oats and larger kernels and smaller seeds and dirt all in their respective boxes, eliminating all guesswork.

Our testimonials are headed by  
CHIEF GRAIN INSPECTORS  
of both the  
UNITED STATES AND CANADA  
who should be in a position to know

The Brown-Duvel Official Moisture  
Tester in One or More Com-  
partments

Englehart Loader

## The Englehart Loader

Loads cars from end to end without the necessity of being in the car.

Reduces dockage and assures a better grade, often paying for itself in the loading of a single car.

*Let us send you more complete information  
whether interested now or for the future.*

**THE CUTHBERT COMPANY**  
408 CORN EXCHANGE MINNEAPOLIS, MINN.



# How Do You Judge Belting Service?

In selecting the belt that will deliver consistent performance over the longest periods, you must set a standard for comparison. That's simple.

Every time you buy belting that gives you less than the Rexall standard you lose money. For Rexall, with its heavy 37½ oz. fabric, built ply on ply; its basic double-stitched and inner-locked construction that defies ply separation; its sturdy and sinewy weave which holds hooks, bolts and fasteners so they can't work loose and pull out; the reinforced cushion-like edges that prevent edge abrasion, and the Rexall Preservative Gum which keeps the belt pliable under every condition, serves longer with less trouble than any other belting we know of. For down-right consistent service and economy the standard is

**REXALL**  
**DOUBLE — STITCHED**  
**CONVEYOR and ELEVATOR**  
**BELTING**

*Makes good BECAUSE it's made good*

**IMPERIAL BELTING COMPANY**

Factory and General Offices: CHICAGO

Branches: New York

Pittsburgh

Detroit

Salt Lake City





400,000 BUSHEL ELEVATOR

FOR

**Postum Cereal Co.**

Battle Creek, Mich.

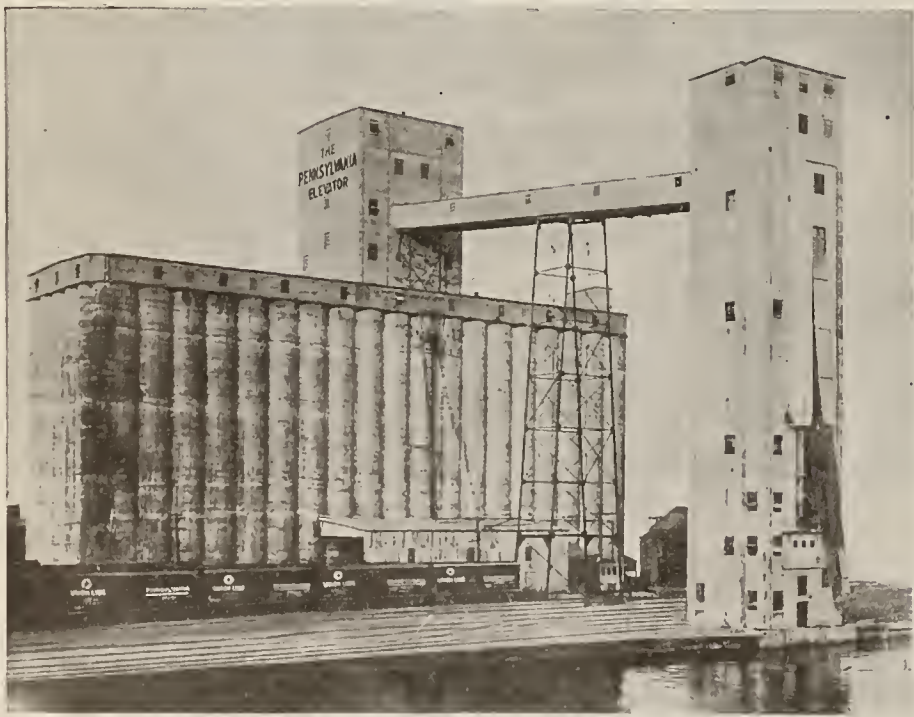
MAKERS OF

POST TOASTIES, POSTUM CEREAL  
AND GRAPENUTS**"There's A Reason"****Macdonald Engineering Company**

53 W. Jackson Boulevard, Chicago

**Reinforced Concrete Storage**Argo Illinois Plant  
Corn Products Refining Company*One of Forty Structures We Have  
Built for this Company***LEONARD CONSTRUCTION COMPANY****ENGINEERS and  
CONSTRUCTORS**McCormick Bldg.  
CHICAGO6 Church Street  
NEW YORK*We Invite Your Inquiries***FOLWELL-AHLSSKOG CO.****Engineers and Contractors***Designers and Builders*

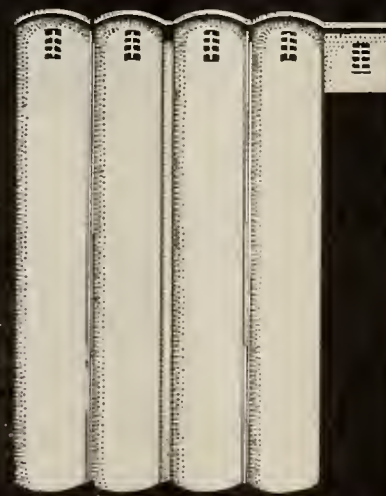
OF

Grain Elevators, Flour Mills, Industrial Plants, and other  
Engineering Works

PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine  
Tower. Reinforced Concrete. Latest improvements. Write us for  
designs and estimates.

2051-6 McCORMICK BUILDING, CHICAGO

**THE POLK SYSTEM**All-steel machines for all kinds of  
**CIRCULAR CONCRETE CONSTRUCTION**We contract grain storages, water  
towers and coal pockets.**Polk-Genung-Polk Company**Great Northern Bldg.,  
ChicagoFort Branch,  
Indiana**CONCRETE  
ELEVATORS  
and MILL  
BUILDINGS****DEVERELL, SPENCER & CO.**  
GARRETT BUILDING  
BALTIMORE, MARYLAND



## TWO MILLION BUSHEL FIRE PROOF RECEIVING ELEVATOR

FOR

### Washburn-Crosby Company

Minneapolis, Minn.



"We have built for many of your friends.  
Eventually we will build for you. Why not now?"

We Design and Build Elevators, any type of construction, in any part of the World.

### JAMES STEWART & CO., Inc.

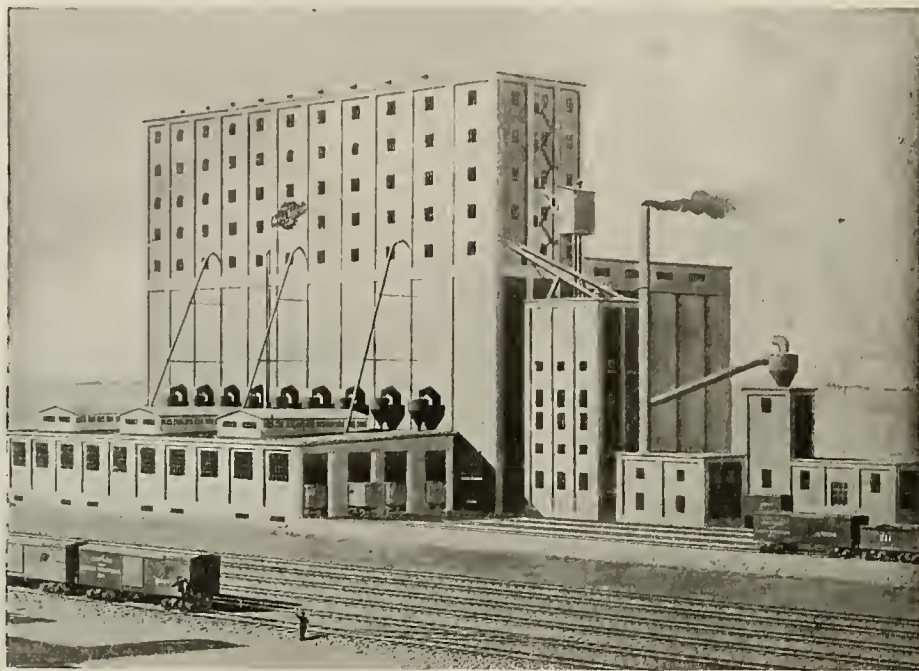
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

CHICAGO, ILL.

W. R. SINKS, Manager

Chicago & Northwestern Railway Company's New  
Reinforced Concrete Grain Elevator at Council  
Bluffs, Iowa, for the Updike Grain  
Company of Omaha, Neb.



Our experience covers every branch of grain elevator  
building work as well as any type or style of construc-  
tion to meet requirements in any locality.

*Designs and estimates promptly furnished.*

### Witherspoon-Englar Company

1244-1250 Monadnock Bldg.

CHICAGO, ILL.



## The Barnett & Record Company

### GENERAL CONTRACTORS

Designers and Builders of

### Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock con-  
structed at Superior, Wisconsin, for the Allouez  
Bay Dock Company. Entirely Fireproof.

*Write for Designs and Estimates*

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario

*Mr. Grain Man  
Going to build?*

Our all-  
steel forms  
and equipment  
enable us to build  
an up-to-date ele-  
vator or additional  
storage tanks of rein-  
forced concrete at a greatly  
reduced cost of construction.

### The Monolith Builders, Inc.

Contractors—Engineers

6912 Wayne

Chicago



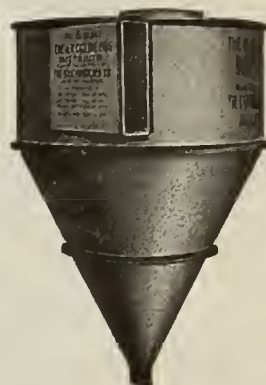
Write today for our  
booklet on country  
elevators.

## The "Knickerbocker Cyclone" Dust Collector

### For Grain Cleaners

ALL STEEL

*Write for Catalog*



The Knickerbocker Company

Jackson, Mich





Canadian Government Railway's Elevator and Gallery System, St. John, New Brunswick.

**Recently Completed**

**Capacity 500,000 Bushels**

**Designing and Consulting Engineers for Entire Work**

**JOHN S. METCALF CO., Limited**  
**GRAIN ELEVATOR ENGINEERS**

54 St. Francois Xavier Street, Montreal, Canada

125 Strand, London, W. C. 2, England

395 Collins Street, Melbourne, Australia

108 S. La Salle Street, Chicago, Ill

**BALLINGER & McALLISTER**  
**CONTRACTORS - DESIGNERS**  
Grain Elevators Ear-Corn Plants

Locust Street Viaduct **COMPLETE** Bloomington, Ill.

**L. A. STINSON**  
**CONSULTING ENGINEER**

*H. E. GODFREY, Civil Engineer*

**ELEVATORS, MILLS AND WAREHOUSES**  
**COMPLETE**

**National Life Building Chicago, Ill.**

*Grain Driers, General Overhauling and Improvements*

**BLAYLOCK & KNAPP**  
**STEEL CONTRACTORS**

Monadnock Block **CHICAGO, ILL.**

*All classes of Steel and Iron Work designed, delivered  
and erected complete.*

*We furnished the steel and iron work for the following recently constructed grain elevators and mills: C. & N. W. Ry. Elevator, Council Bluffs; Kentucky Public Elevator, Louisville; American Milling Co., Peoria; Municipal Grain Elevator, Portland, Ore.; Rosenbaum Bros.' Feed Mills, Chicago, etc.*

**EAGLE "MIKADO" PENCIL No. 174**



Regular Length, 7 inches

For Sale at your Dealer. Made in five grades  
Conceded to be the Finest Pencil made for general use.

**EAGLE PENCIL COMPANY, NEW YORK**

## GRAIN DRIERS

are essential to conservation of corn. No modern grain handling plant should be without one. Allow us to place before you plain, honest facts concerning driers and learn why the one pre-eminent is

**MORRIS**

*"The drier designed to ultimately cost less"*

**The Strong-Scott Manufacturing Co.**

*"Everything for every mill and elevator"*

MINNEAPOLIS GREAT FALLS SPOKANE WINNIPEG, CAN

## OUR 1919 RECORD



Kansas City Southern Ry. Terminal Elevator

We have taken over 100 contracts. We have completed most of them, and we will add 100 to our customers list. Our services are available to you.

*Call, wire or write  
and we will be there.*

Grain Elevators, Mills, Coal Pockets

**Burrell Engineering & Construction Co.**

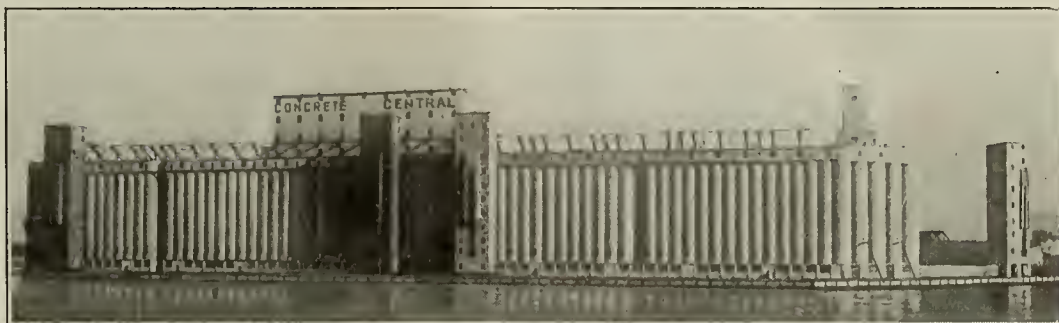
WEBSTER BUILDING

CHICAGO, ILL.



One of the Modern Grain Elevators Which Has  
Made a Record for Rapid and Economical Handling

CONCRETE-CENTRAL ELEVATORS, BUFFALO  
4,500,000 Bushels Capacity



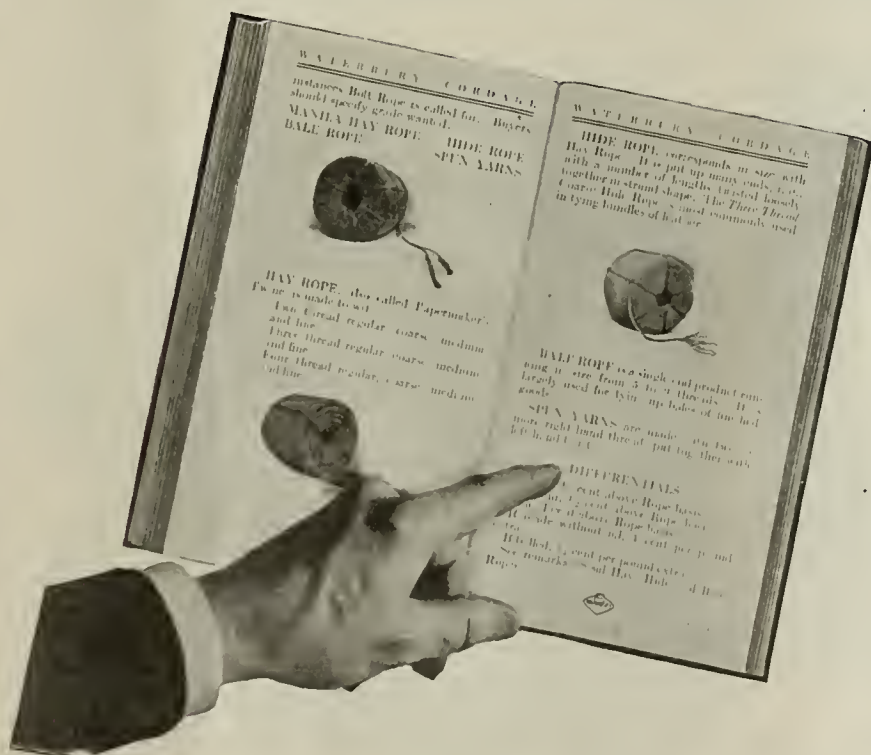
## MONARCH

Built Elevators Assure You Economical  
Design, First Class Work, Efficient  
Operation and Satisfaction.

*Let Us Submit Designs and Prices*

**Monarch Engineering Company**  
BUFFALO NEW YORK

# WATERBURY CORDAGE



If it's cordage, the Waterbury brand is all you have to look for. The Waterbury Company has made that brand mean standard quality for more than a hundred years on every sort of cordage, from twine to 15-inch hawsers.

And the rope "dope" that a century of experience accumulates is yours for ready reference in the Waterbury Rope Handbook. Ask for a copy. It's free.

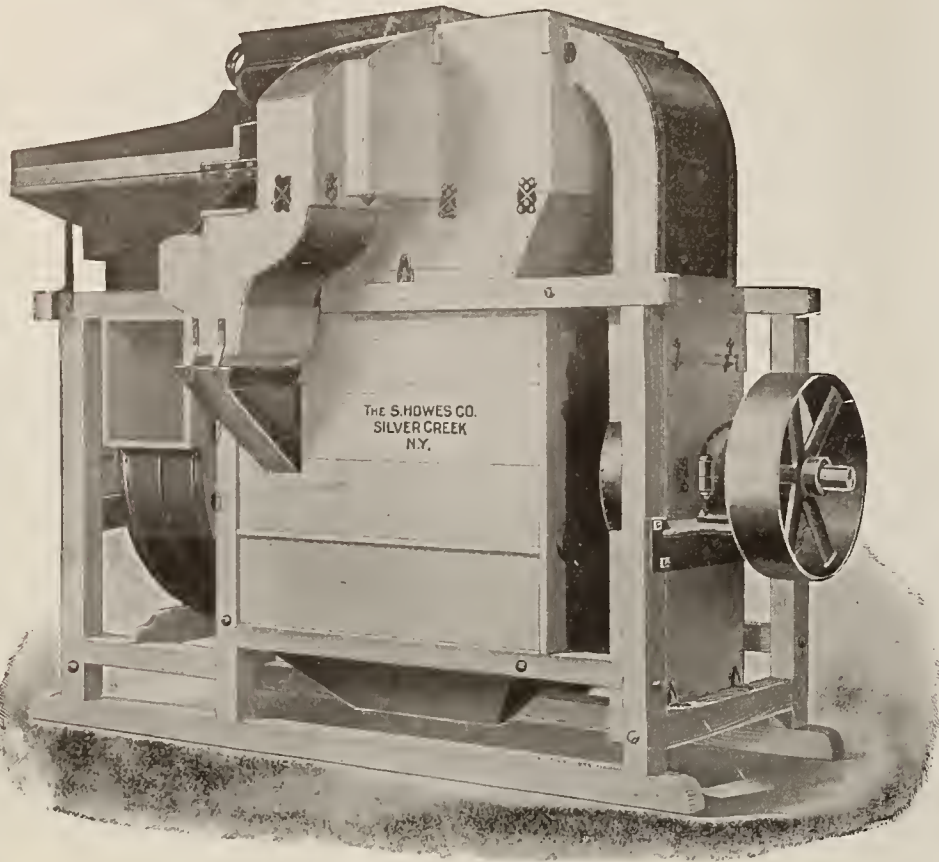
**WATERBURY COMPANY**  
63 PARK ROW, NEW YORK

Chicago...1315-1321 W. Congress Street  
San Francisco.....151-161 Main Street

Dallas, Texas.....A. T. Powell & Co.  
New Orleans.1018 Maison Blanche Bldg.







**"Eureka"**  
**Oat Clipper**

with Ball Bearings

*Ask someone who owns one*

The thing the owner of a "Eureka" admires most in his machine is its Constancy. He knows that he can always depend upon it to do satisfactory cleaning. It gives him Constancy in performance, and he gives it back Constancy in friendship. Thus do the manufacturer's sales grow by one owner recommending the "Eureka" to another.

## EUREKA OAT CLIPPERS

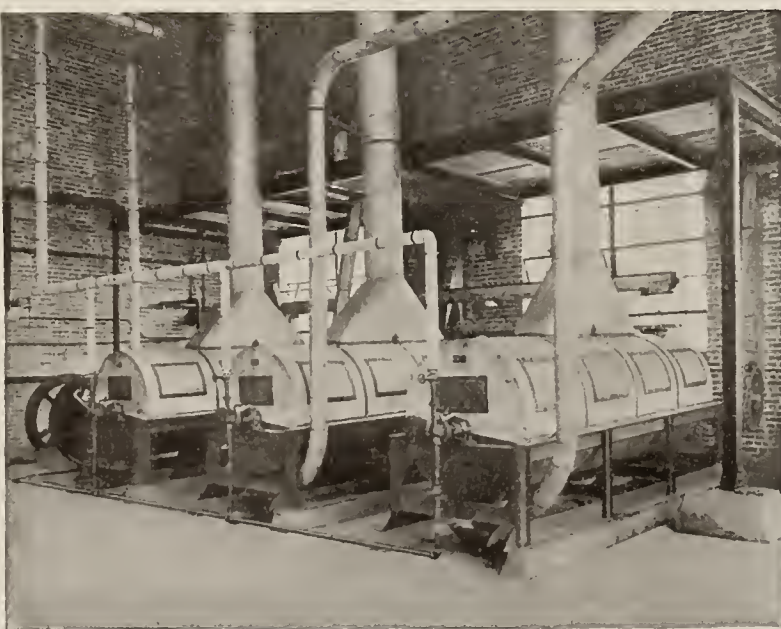
have distinguished themselves over a long period of years in the hands of men who insist that things must move with clock-like regularity, and who judge equipment by its ability to do good work 365 days a year.

**S. HOWES COMPANY, Inc.**  
SILVER CREEK, N. Y.

### REPRESENTATIVES

William Watson, Room 415, 111 West Jackson Blvd., Chicago, Ill.  
Geo. S. Boss, Osborne House, Rochester, N. Y.  
J. E. Gambrill, 749 E. Church St., Marion, Ohio.  
W. M. Mentz, General Delivery, Sinks Grove, W. Va.  
J. Q. Smythe, 3951 Broadway, Indianapolis, Ind.  
F. E. Dorsey, Savoy Hotel, Kansas City, Mo.

## BALL BEARING ROTARY DRIERS



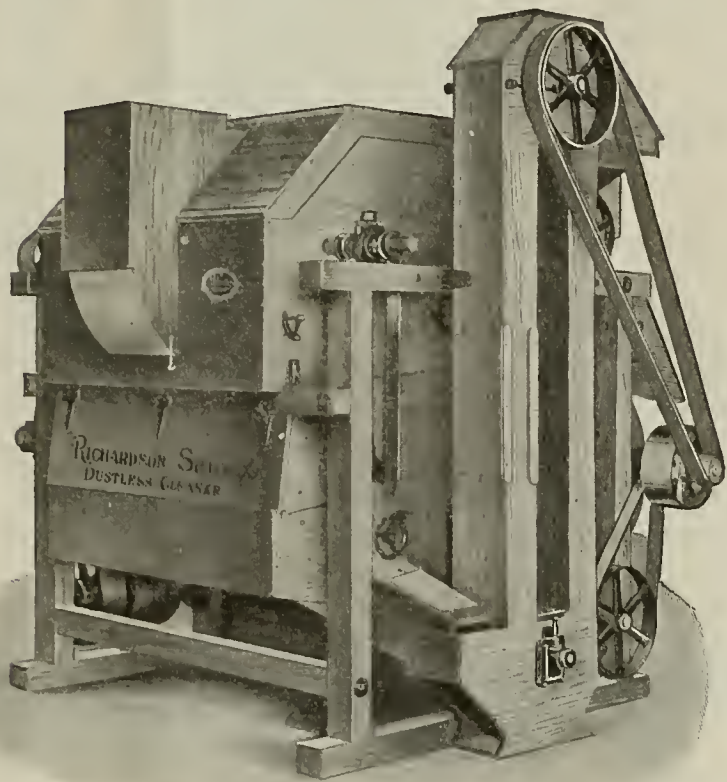
The illustration shows three of our enclosed type rotary driers used for drying gluten feeds. The material contains 80 per cent moisture on entering the drier and 12 per cent after drying. The dried feed is discharged into pans and pneumatically conveyed to the storage bins. Our rotary driers are used for a variety of products such as meal, feeds, grits, chemicals, etc.

If you are interested in driers for whole grains such as wheat, corn, oats, etc., write for catalog D-22 and 26. The Ellis Grain Drier is built to a standard, not to a price.

**THE ELLIS DRIER COMPANY, Chicago, U. S. A.**



## THE RICHARDSON SIMPLEX



### THE DUSTLESS CLEANER

## Have You Ever Noticed

how dirty some elevator work floors are—some cleaner throwing out clouds of dust, causing personal discomfort and possibilities of advanced insurance rates?

### *Those Houses Do Not Have the* SIMPLEX CLEANER

Easy to Operate—Large Capacity—Small Floor Space

Wheatland, Wyo., April 9, 1919.

Richardson Grain Separator Co.,  
Minneapolis, Minn.

Gentlemen:

We are so well satisfied with the work of the No. 2-60- Richardson Simplex Grain Separator we bought from you in January for our elevator at Wheatland, Wyoming, that you may book our order for a No. 3-70- Simplex to be shipped to us at Slater, Wyoming about July 1st, 1919.

The workmanship, material used in their construction and the class of work they do put the Richardson Simplex Cleaner in a class by themselves.

Had we had our elevators equipped with these cleaners at the beginning of the season they would more than have paid for themselves the first year.

We certainly would advise any one intending to build an elevator to look over the Richardson Simplex Cleaners before placing an order for any other make, for they have the capacity and deliver the goods.

Yours truly,  
Manning Elevator Co.,  
By S. Manning, Mgr.

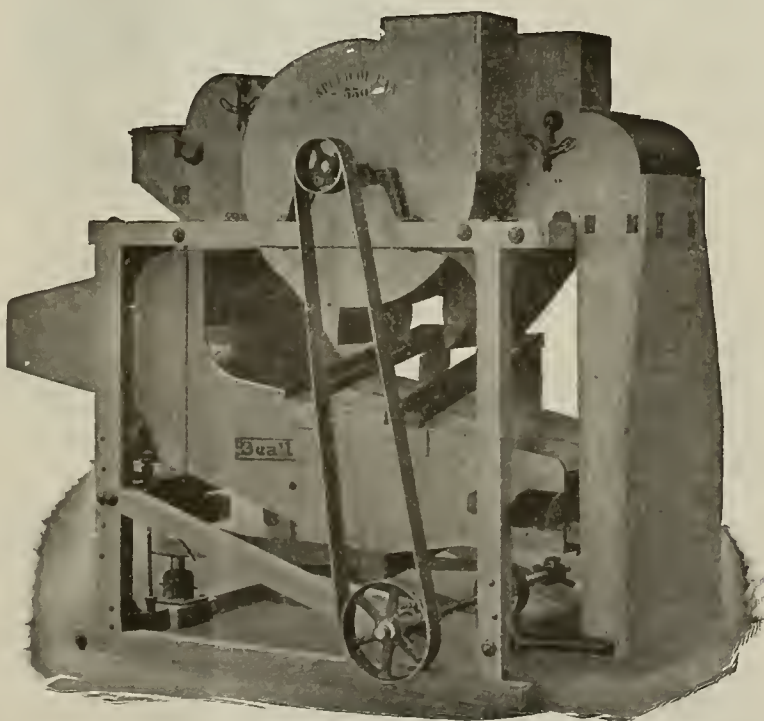
Write for full information

Richardson Grain Separator Co.  
Minneapolis                      Winnipeg

## IT'S NOT NECESSARY TO WASTE YOUR TIME OR PATIENCE

# Beall

THE MARK OF QUALITY



Built in ten sizes

The grain elevator owner may safely take our word for it, as it has been proven to the satisfaction of many, that the

### Beall Warehouse and Elevator Separators

are the best all 'round machines of this character that are made and offered for sale anywhere. Therefore it's unnecessary to waste time in futile seeking. Write today for our late catalog which gives detailed information on these machines.

*The catalog will be mailed anywhere on request.*

# The Beall Improvements Co., Inc.

Decatur                      -                      -                      -                      -                      Illinois



## The Manufacture of Good Grain Elevator Machinery



Front View of Salem Bucket

involves much more than ordinarily comes under the observation of the average grain elevator owner.

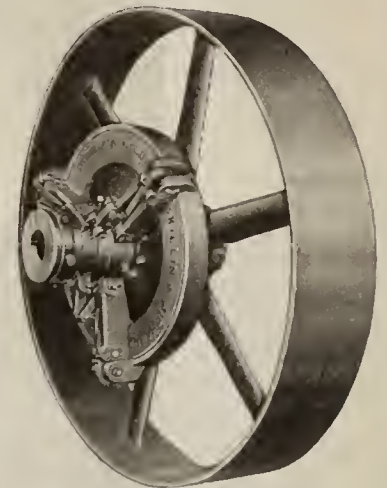
Therefore, in ordering his elevator machinery equipment the elevator proprietor or manager should choose the machinery of a reputable house, whose goods are guaranteed by length of years in service and experience.

The Skillin & Richards Manufacturing Company knows every end, and all the ins and outs, of the grain elevator machinery manufacturing business. The quality of material, the mechanic's skill, the latest patterns, are subjects which they have studied so thoroughly as to be adepts in those arts.



Back View of Salem Bucket

It is therefore with pleasure that they offer their services, advice, and machinery to the grain and allied industries during the coming year of 1920, guaranteeing that the trade can secure no better machinery for the money, and questioning very broadly, if it can obtain as good.



Standard Steel Plate Clutch and Pulley



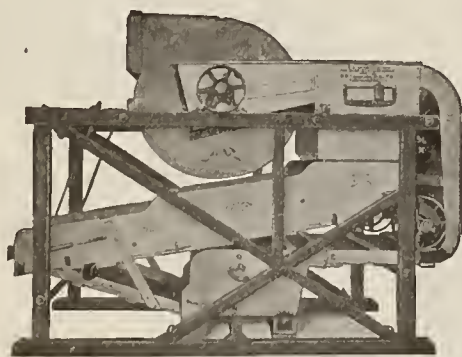
Standard Weight Screw Conveyor

*Send for our 500-page catalog No. 18*

### Skillin & Richards Manufacturing Co.

4515-4560 Cortland Street

CHICAGO, ILL.



The U. S. Grain Cleaner



The Constant  
Safety  
Ball-Bearing  
Man-Lift



The U. S. Corn Sheller

## We Couldn't Make All the Machinery in the World So We Decided to Make the Best of It

Constant Machines Are Noted for Reliability, Simplicity and Durability  
and Are, in Short, the Best That Can Be Secured for the Money

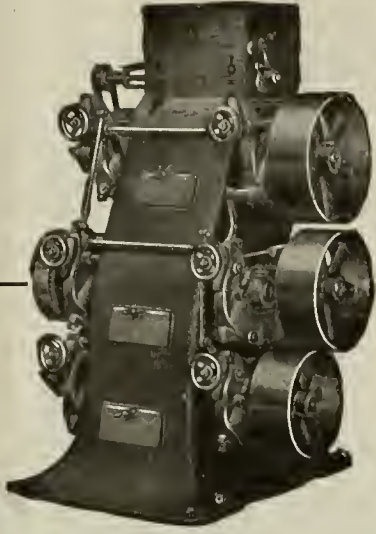
*Let us know your needs for 1920. We can fill  
every want in the line of Grain Elevator Machinery*

### B. S. CONSTANT MANUFACTURING CO.

BLOOMINGTON

ILLINOIS





## You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

### N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.  
If you haven't got it we will send it on request.

Everything  
for the  
Modern  
Mill

## Nordyke & Marmon Co.

INDIANAPOLIS, IND.  
Established 1851

Ask for  
Catalogs  
on any  
Equipment  
you need

*America's Leading Mill Builders*



The Sign of Efficiency  
**MORSE DRIVES**  
Positive as Gears  
Flexible as a Belt  
Longer Life



Sperry Flour Company's Elevator, Ogden, Utah.

## "Another Morse"

One 40-Horsepower Morse Silent Chain Drives the Main Elevator; Four Morse Drives of 10-Horsepower Each on Belt Conveyors; Three of 5-Horsepower on Screenings Elevator and Unloading Belt Conveyor; and One Morse of 1-Horsepower on Screw Conveyor

FIFTY country elevators out of 97 examined, were equipped with motors ranging from 10 to 50 horsepower.

COME TO US if you have belting difficulties with a higher cost and a lower output per unit power than your competitors.

MORSE DRIVES where you now have belts and gears will eliminate worry, attention, trouble, slippage and power loss. There is a Morse Silent Drive that will meet just your requirements. No matter how severe the service or how difficult the installation, Morse Silent Chain Drive installations have encountered the same problem and will show a good solution.

In these strenuous times early specifications of requirements are very desirable to insure prompt deliveries.

## Morse Drives

Give greater output in a given time.  
Give steadily, noiseless, clean, never failing.  
Cost less to operate, 99% efficient.  
Longer life, less to maintain, less depreciation.

### Morse Engineering Service

Whenever you have any special problems with which you feel we can help you, please call our nearest office. Confer with our experts. A drive somewhere may need speeding up, or for special service in Dust, Gases, Steam, around acids, or increase power.

MORSE Drives insure against competition.

Let us have your problem.  
You will be in no way obligated.

## Morse Chain Co., Ithaca, N. Y.

ENGINEERING SERVICE OFFICES

BOSTON, Mass. .... 141 Milk Street  
CHICAGO, Ill. Merchants L. & T. Bldg.  
CLEVELAND, O. .... Engineers Bldg.  
DETROIT, Mich. 1003 Woodward Ave.  
GREENSBORO, N. C. 805 Ashboro St.  
NEW YORK CITY ... 50 Church Street  
PITTSBURGH, Pa. Westinghouse Bldg.  
SAN FRANCISCO, Cal. Monadnock Bldg.  
ATLANTA, Ga. Earl F. Scott, M. E. Candler Bldg.

KANSAS CITY, Mo., Morse Engineering Co. Finance Bldg.  
MINNEAPOLIS, Minn., Strong-Scott Mfg. Co. 413 Third Street, S.  
ST. LOUIS, Mo. Morse Engineering Co. Chemical Building  
CANADA ... Jones & Glassco, Regis'd Montreal, St. Nicholas Building. Toronto, Bank of Hamilton.



## Insist Upon the Only Renewable Fuse that Passes All Tests

The National Renewable Fuse is the only fuse with the renewable feature that is approved by the Associated Factory Mutual Fire Insurance Companies.

It is also approved by the Mutual Fire Prevention Bureau of the Millers' Mutual Fire Insurance Companies. Neither of the above mentioned Mutual Fire Insurance Associations have approved the naked element type of renewable fuse—they specify a powder packed element.

It is also approved by the Underwriters' Laboratories Incorporated, their report E4199, dated December 1st, 1919.



Only 3 Parts

The National Renewable Fuse has many patented and distinctive features which we shall be glad to explain in detail. If you have not received your copy of our little leaflet, "CORRECT FUSE RATINGS FOR MOTOR CIRCUITS," ask for it when you write for full information, mentioning also your dealer's or jobber's name and address. Write today, no obligation.

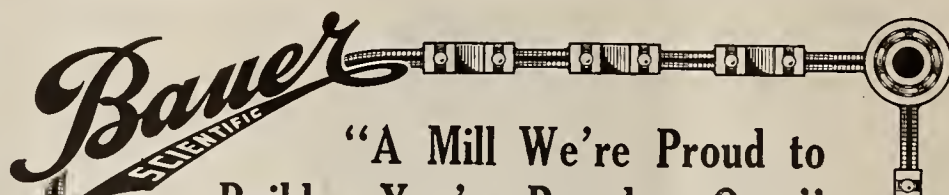
We make a complete line of renewable fuses, both 250 and 600 volts, up to and including 600 amperes.

Send  
Coupon  
To-Day

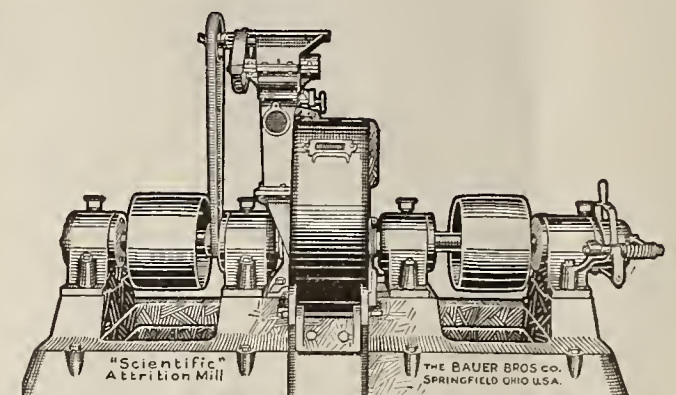
**FEDERAL ELECTRIC COMPANY, Representing**  
Federal Sign System (Electric), Lake and Desplaines Sts., Chicago.  
Please send full information and prices of National Renewable Fuses.

Name .....  
Address .....  
Company .....  
Dealer's Name and Address .....

AEGT-2



**"A Mill We're Proud to Build—You're Proud to Own"**



**"Scientific" Attrition Mill**  
THE BAUER BROS. CO.  
SPRINGFIELD OHIO U.S.A.

Belt-Driven Attrition Mill; Also Made for Motor Drive.


We're proud to build and sell it because we know from fifty years' experience that it has all the features making for effective and long service. We can absolutely guarantee materials used because they have passed our chemical laboratory.

You will be proud to own this mill because of the quality and uniformity of the meal it will turn out; because of its efficiency and long life.

We know the construction is right—you know it's service is satisfactory.

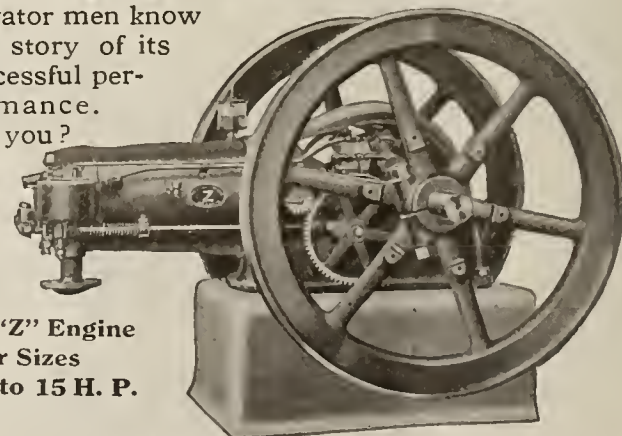
Get the Bauer "Scientific" for your Mill.

**THE BAUER BROS. CO.**  
517 Bauer Bldg. Springfield, Ohio, U. S. A.  
We also make Single Disc Mills, Centrifugal Bolting Reels, Corn Crackers, Breakers, etc.



## Fairbanks-Morse "Z" Engines With Bosch Magneto

When you need power put in a "Z" Throttling Governor Kerosene Engine with Bosch High Tension Magneto and you'll have the utmost in enduring engine value. Thousands of grain elevator men know the story of its successful performance. Do you?



10 H. P. "Z" Engine  
Other Sizes  
1½ H. P. to 15 H. P.

**Fairbanks, Morse & Co.**  
MANUFACTURERS CHICAGO  
Engines - Motors - Fairbanks Scales - Light Plants - Feed Grinders, etc.



# INVINCIBLE

Separators    Scourers    Packers  
Dust Collectors

QUALITY AND SERVICE  
ALWAYS

Invincible Grain Cleaner Company  
Silver Creek, N. Y.



## "The Standard" Scales

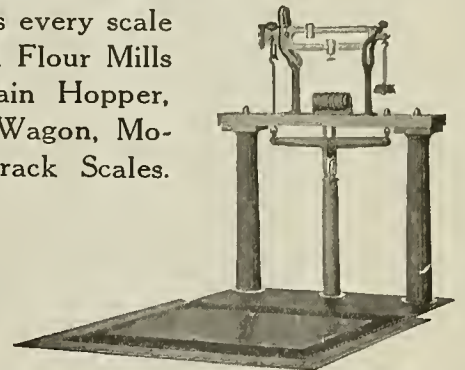
FOR GRAIN ELEVATORS

*Accurate      Dependable      Durable*

"The Standard" Scales are guaranteed to be strictly high grade throughout, both in material and workmanship.

"The Standard" line includes every scale used in Grain Elevators and Flour Mills—Portables, Dormants, Grain Hopper, Wagon, Automatic, Dump, Wagon, Motor Truck and Railroad Track Scales.

Send today for our latest Scale Catalogue No. 73. Mention the type of scale in which you are interested and we shall be pleased to give you full information regarding prices, etc.



The Standard Scale & Supply Company  
1631 Liberty Avenue, PITTSBURGH, PA.

NEW YORK, 145 Chambers Street    CLEVELAND, 1547 Columbus Road  
PHILADELPHIA, 523 Arch Street    CHICAGO, 163 North May Street  
BALTIMORE, 409 North Gay Street

# You Can Dump Auto Trucks

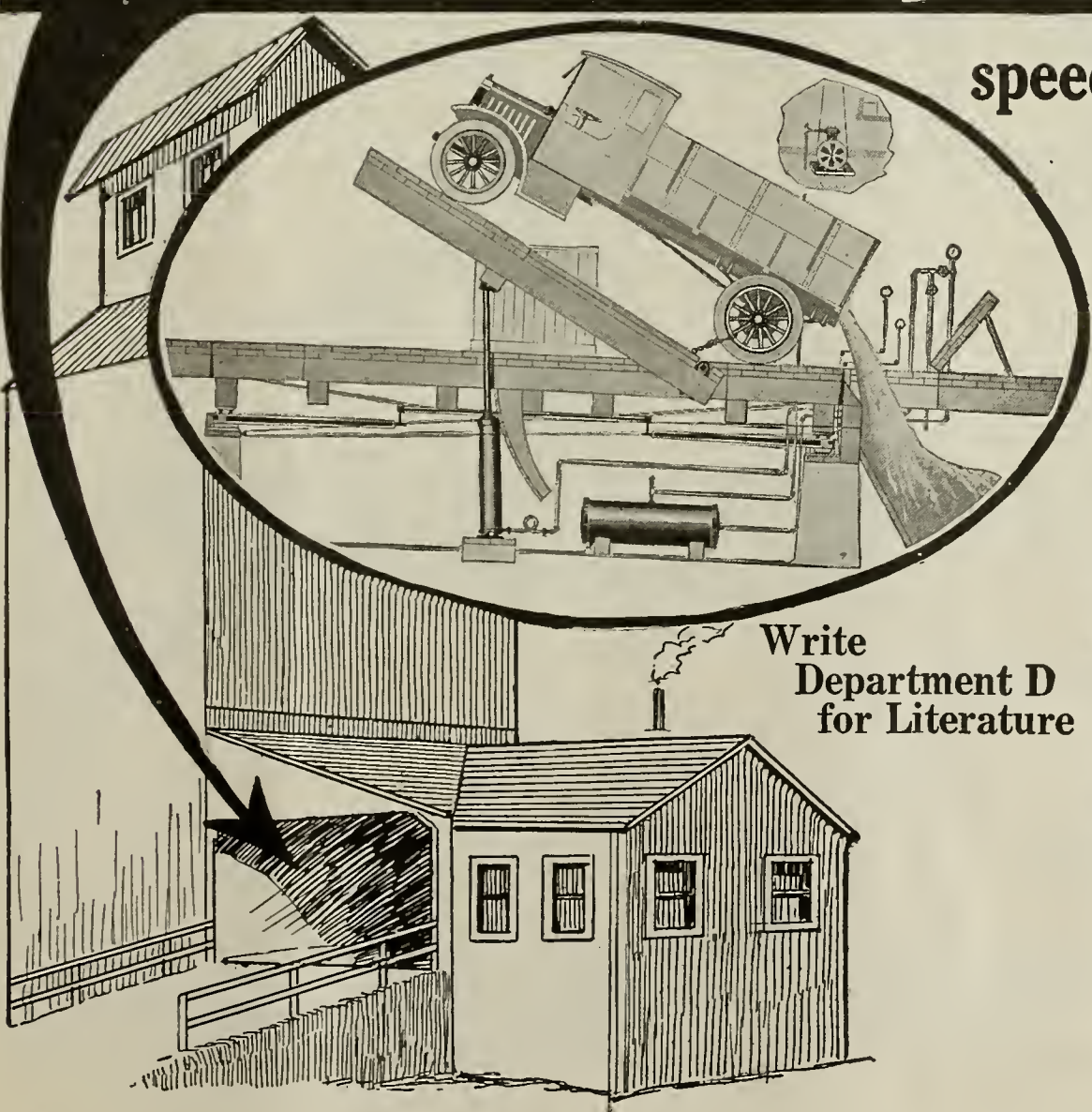
speedily, safely, satisfactorily

*Globe Combination Auto Truck & Wagon Dump*  
SIMPLE - RELIABLE - PRACTICAL  
(SPENCER PATENTS FEB. 1918)


- will dump automobile truck, wagon or sled.
- can be installed on any make, type or size of scale.
- "dump-within-a-dump" feature enables you to operate both with one power cylinder.
- not necessary to start elevator power every time a load is dumped—the storage tank holds sufficient air to unload a pit full of grain—then when elevating the grain the tank may be recharged.
- power cylinder can be shifted backward or forward and either section raised or lowered slowly or speedily by the simple manipulation of valves and control lines located on scale or on work room floor.

Write  
Department D  
for Literature

Manufactured by  
*Globe Machinery and Supply Co.*  
Des Moines, Ia.







Section of Old Style Flight

Section of Helicoid Flight

# HELICOID

Helicoid conveyor has a stronger flight and a heavier pipe than the same diameter of old style conveyor, and

Helicoid flight and pipe are put together so they support and strengthen each other.

Helicoid flight has a shovel edge. Other has blunt edge.

Helicoid flight is one continuous strip of metal end to end of pipe. Other is short sections lapped and riveted together every turn or half turn around the pipe.

Helicoid is a smooth, nicely-balanced spiral, and has no joints to wear out and open up.

Helicoid requires fewer repairs, and less power to drive it.

Helicoid costs no more than inferior kinds of conveyor; it's all-round satisfaction at the same price.

Ask about our Steel Conveyor Boxes, too.

**H. W. Caldwell & Son Co.**  
17th St. and Western Ave., Chicago

Dallas, Texas:  
711 Main St.

New York:  
Fulton Building  
Hudson Terminal  
50 Church St.



## Preston-Lansing

Tile Silos and Grain Bins

### Permanence

The special Preston-Lansing method of construction, bracing block against block in ship-lap formation, makes a grain bin that is indestructible.

Note the illustration above of the Preston-Lansing Patented Block. Note the deep grooves at top and bottom. These allow for a thick layer of cement with twisted steel re-inforcing. Only a thin layer of cement shows between the blocks, giving a beautiful, smooth finish. The dead-air spaces protect the grain against extremes of temperature. Vitified tile is water-proof—there is no danger of moisture seeping in, causing swelling and fermentation of the grain.

### Reduce Fire Risks

Preston-Lansing Grain Bins are absolutely fire-proof. Figured on a basis of yearly service, they are cheaper than any other type.

It will pay you to look into Preston-Lansing construction. Let us give you full details. Write for catalogues and prices.

#### J. M. PRESTON CO.

Dept. 426, Lansing, Mich.

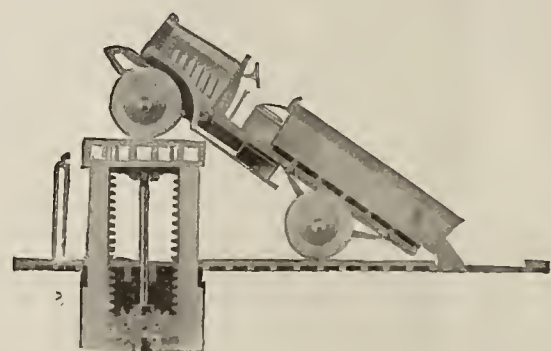
Factories at Uhrichsville, Ohio;  
Brazil, Indiana; Ft. Dodge, Iowa.



North Elevator, Marion Co-operative Exchange, Marion, Indiana.

## THE ONLY DUMP MADE On Sound Mechanical Principles

S  
A  
F  
E



S  
A  
F  
E

### TRAPP DUMPS

Yours is ready for you.

Write about it.

All kinds of elevator machinery.

**TRAPP-GOHR-DONOVAN CO.**

1125 North 22nd St.

Omaha, Neb.

## ARE YOU WORRIED

about the condition of that grain in your bins?  
Let us equip your storage with a

### Zeleny Thermometer System

to tell you the exact condition of  
the grain and cut out the worry

*Over 100 Elevators Equipped*  
Write for Description

**WESTERN FIRE APPLIANCE WORKS**

542 South Dearborn Street

Chicago



## DOCKAGE TESTER

adopted by  
U. S. GOVERNMENT

Present conditions demand accuracy in testing grain—your profits depend upon your tester. Don't take chances with experiments or guess.

Can Be  
Furnished  
with Motor Drive

## EMERSON

is no experiment. It is men and officials who all times and under all

THE

NEW

## KICKER

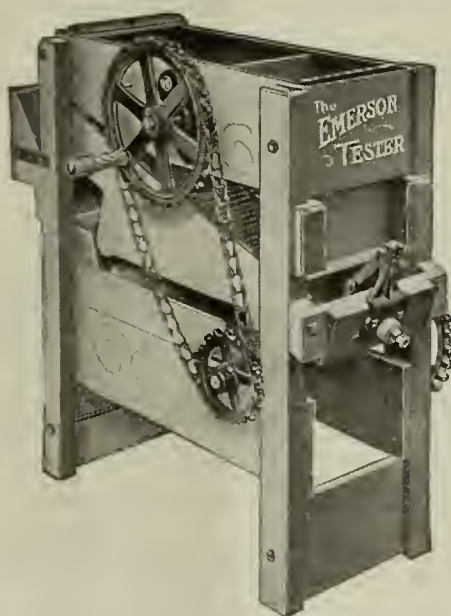
used by all grain must have accuracy at conditions.

10,000  
KICKERS

are now in use—the Government uses over 100—Line, Independent and Farmers' Elevators all over find the Emerson dependable and a sure enough arbiter between seller and buyer on any dockage dispute.

Write for pamphlet and particulars.

Emerson Mfg. Co.  
2821 Lyndale Avenue So.  
Minneapolis, Minn.  
Winnipeg, Can.



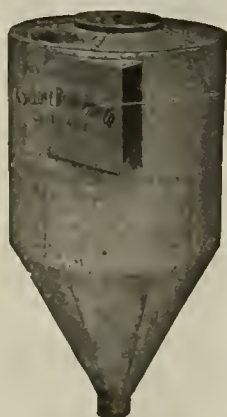
## THE RECORDS

of the

Flour Mill and Grain Elevator  
Mutual Insurance Companies

show that 80% of all fires in Mills or Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished free of charge by this office, on request.

Mutual Fire Prevention Bureau  
OXFORD, MICHIGAN



Let Us  
Tell You  
HOW

IT'S TIME to think about  
installing a  
Cyclone Dust Collector

You've never made a wiser, better or more profitable investment for your elevator business.—Write.

CYCLONE BLOW PIPE CO.  
2542-52 Twenty-first Street, Chicago, Ill.

Complete new systems installed on modern plans and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.



99½% Pure



99% Pure



98% Pure

Get Samples and Prices  
on Adams' Seeds

We are exceptionally well supplied with several kinds of seeds in which there is a scarcity this year.

Get in touch with us at once on

## Timothy

Clovers	Alsike
Alfalfa	Rape
Popcorn	Red Top
Millets	Sweet Clover
Mixed Alsike and Timothy	
Canada Field Peas	

Northern grown seed—high in purity and germination test.

We sell and buy in carload lots or less.

The Adams Seed Company  
DECORAH, IOWA

Write to Kellogg

We Are Paying Top-o'-the-Market  
Prices for

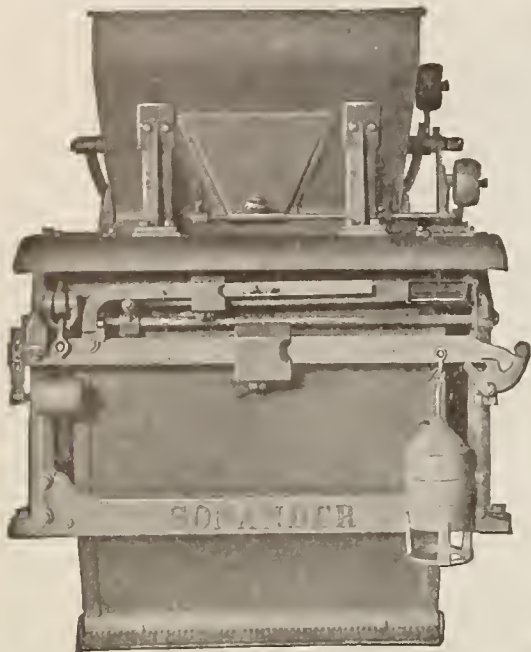
ALSIKE RED CLOVER  
WHITE CLOVER  
ALFALFA SWEET CLOVER

Send Us Samples

Whenever you're in the market—to buy or to sell—in carload lots or less—it will always pay you to  
WRITE TO KELLOGG

Kellogg FIELD and GRASS Seed Co.  
186-7 FLORIDA ST. MILWAUKEE, WIS.





Every grain shipper must "maintain adequate weighing facilities," etc., according to Section 21 of the Pomerene Bill. Then why not install a

## SONANDER Automatic Grain Scale

You will have to comply with the term "adequate" and surely want to insure payment of your railroad claims.

Write to your nearest office for booklet of accurate weighing of grain and the accuracy of the Sonander.

**Howe Scale Co. of Illinois**

409 Fourth St., St. Louis, Mo.  
1510 Main St., Kansas City, Mo.

F. L. Rogles, Mgr.  
W. C. Peak, Mgr.

**Pacific Scale & Supply Co.**  
For Washington, Oregon and Idaho

46 Front St., Portland, Ore.  
546 First Ave., So. Seattle, Wash.

Wm. Schweizerhof, Mgr.



## HUMPHREY Service Belt Elevators

specified by the largest and best Engineering, Constructing and Mill Building Companies in the World —WHY?

Because the HUMPHREY is the best—The original improved construction—The record of 30 years and more continuous day-in and day-out service. A record that no other elevator can meet within 15 years.

### Greater Output In Less Time

because employees can do more work without a useless waste of energy.

Write for Bulletin A-5 and learn how the "Humphrey Endless Belt Route" means DOLLAR DIVIDENDS to you.

If not made by Humphrey Elevator Company it's not a "Humphrey"

**HUMPHREY ELEVATOR CO.** Sole Manufacturers  
FARIBAULT, MINN.

## Elevator Machinery and Supplies

### FLOUR and FEED MILL MACHINERY STEAM and GAS ENGINES

PULLEYS, SHAFTING, GENERAL POWER TRANSMISSION  
MACHINERY, ROLL GRINDING AND CORRUGATING

Largest Factory and Stock in Western Country

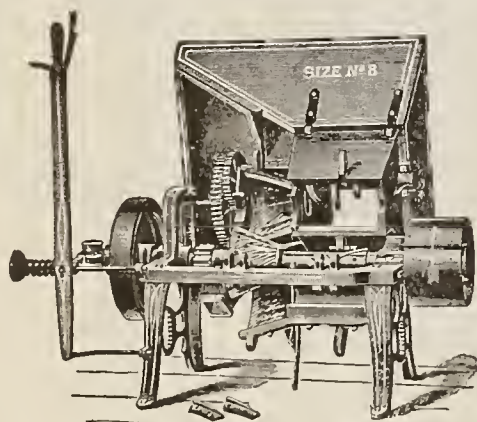
SEND FOR 450-PAGE CATALOG

### GREAT WESTERN MFG. CO.

General Office and Factory  
LEAVENWORTH, KAN.

Warehouse and Sales Room  
1400-1402 West 12th St.  
KANSAS CITY, MO.

## Make Feed Grinding More Profitable!



Mill opens like this in six minutes.

### Bowsher's "Combination" Mills do this

Because their large capacity, cone-shaped grinders and positive self ear feeders are properly designed to direct every ounce of power energy to the actual reduction of the grain.

Crush and Grind ear corn, husked or unhusked, alone or mixed with any kind of small grain in any desired proportion. Reduce the material to any fineness desired for feeding purposes.

11 Sizes, 2 to 25 H.P.  
Sold with or without Sacking Elevator.

**The N. P. Bowsher Co., South Bend, Ind.**

## Reliance Construction Company

Furnish Plans, Estimates and Build  
**COUNTRY GRAIN ELEVATORS**

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

## Practical Hand Book for Millwrights

By CALVIN F. SWINGLE, M. E. 417 pages with Illustrations and Tables  
PRICE \$2.50 POSTPAID

Mitchell Brothers Publishing Co., 431 S. Dearborn Street, Chicago, Ill.

SEE THAT YOUR CONTRACT CALLS FOR

## THE CUTLER MEAL DRYER



All Metal Steam Dryer

SOLD BY ALL  
MILL  
FURNISHERS  
Not An  
Experiment

### IN SUCCESSFUL USE 40 YEARS DRYING

CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL  
PRODUCTS. ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.  
Automatic in operation, requiring no attention

**THE CUTLER CO., North Wilbraham, Mass.**

CATALOG ON REQUEST

## LET OUR ENGINEER SOLVE YOUR DRYING PROBLEMS

*The Toledo Grain Drier*

Manufactured by

**The J. D. Gerken Company**

25-29 Ontario Street

Toledo, Ohio

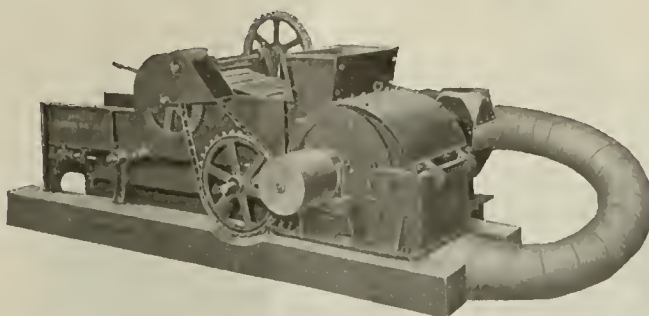


# Revolutionize Your Feed Plant

Gruendler Ball Bearing Grinders reduce cost of manufacturing all kinds of animal food—whether fine or coarse. Have "set the pace" for all other feed grinders. Every part is interchangeable. They are built in various sizes—up to 12 tons per hour, if desired.

## Gruendler Grinders

Deliver an absolutely uniform ground product without adjustments. No particle of the ingredients will get by a Gruendler without being reduced to the proper size. Cost of maintenance is less than 1/16th of a cent per ton.



The cut above shows our latest combination hopper and automatic feed grinder, especially for use in feed plants manufacturing highest grade Alfalfa Meal, Dairy Food, Hog Feed or any other product to be ground to a uniform fineness. Send for illustrated circular giving specifications, prices and particulars.

A few of the materials handled by the Gruendler are Alfalfa Hay, Bagasse, Beans, Barley, Beef Scrap, Blood, Buckwheat, Hulls, Chaff, Cocoa Shells, Cottonseed Oil Cake, Coffee, Cereals, Corn Cobs, Corn Stalks, Clover Hay, Corn-Bran, Fish Meal, Kaffir Corn, Maize, Black Oats, Wheat Bran, Screenings, Snapped Corn in the Shuck, Peanut Shells, Velvet Beans, Soy Beans and Middlings.

## Durable-Economical

Let us prove our claims. There is a Gruendler waiting for you, on 30 to 60 days trial. Should it not make good—your money back. We have built over 200 complete feed grinding and mixing plants. There are more than 5,000 Gruendler mills in daily operation—all giving satisfaction.

GRUENDLER PATENT CRUSHER & PULVERIZER CO., 930 Main St., St. Louis, Mo.



The Only Non-poisonous Rat and Mouse Exterminator in the World

Millions are using it in all civilized countries. Fully guaranteed. Exclusive territories granted to responsible dealers or agents.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk.

The Berg & Beard Mfg. Co., Inc., 100 Emerson Place, Brooklyn, N. Y.

**RID  
OF  
RATS**

# Randolph Grain Driers

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES

WIRE PHONE O. W. RANDOLPH CO. TOLEDO OHIO U.S.A.

## UNIVERSAL GRAIN CODE

(and Mill Feed Supplement)

COMPILED FOR USE OF

## GRAIN and MILLING TRADES

OF THE

United States and Canada

This Code meets the present day requirements of the grain and milling trades—is up-to-date in every respect and thoroughly covers the changes in methods and business that have come into use of late years.

The translation expressions and tabulated matter is a great improvement upon any public grain and milling code now in use, and is an assured factor in saving

telegraph tolls and misunderstandings in telegraphing.

The Universal Grain Code is being used by many hundreds of the most active firms in the country.

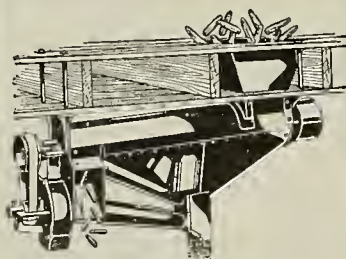
A list of Code Users is sent gratis with every copy of the Universal Grain Code, the names and addresses being published free of charge.

Send for a Copy Now. Price \$3.00.

MITCHELL BROTHERS PUBLISHING CO.

431 S. Dearborn Street

CHICAGO, ILL.



Style B Triumph Sheller

## A GOOD SHELLER

If you can use a Sheller that will properly shell 100 bushels of corn an hour; and if you want a good, simple machine, you'll get just the sheller you ought to have in a Triumph.

We'll be glad to send you a copy of our new corn sheller circular. Just send us a postal or a letter asking for it.

THE C. O. BARTLETT & SNOW CO.  
Cleveland, Ohio

## MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Established 1878 Alton, Illinois  
Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSETS - \$1,007,626.53  
G. A. McKINNEY, Sec'y

## GIBBS' PATENT DUST PROTECTOR

is invaluable to operatives in every industry where dust is trouble some, affording perfect protection with perfect ventilation. Thoroughly tested for many years in every kind of dust. Nickel-plated protector \$1.25. Canada \$1.50, post paid. Circulars free.

GIBBS RESPIRATOR CO. "B"  
284 Lake St. River Forest, Ill.

## Transit Leaks

are unknown to the grain shippers who use

## KENNEDY Car Liners

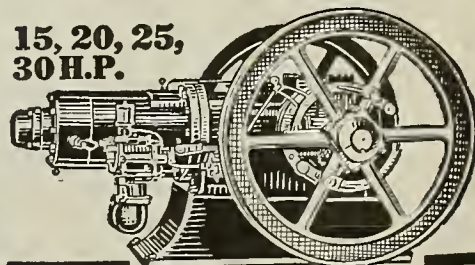
Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

## The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

THE KENNEDY CAR LINER & BAG CO.  
Shelbyville, Indiana, U. S. A.

15, 20, 25,  
30 H.P.



## Dependable Power From Cheapest Fuel

Here is an engine that will operate for long periods, using as fuel any of the cheaper grades of distillate, fuel or crude oils, assuring the most dependable power and show an immense saving in the power costs of Flour and Grist Mills, Grain Elevators, Cotton Gins, Oil Mills, Municipal Water and Electric Light Plants, where 15, 20, 25 or 30 H. P. is required.

It maintains lowest fuel consumption. As near completely automatically lubricated as possible. No water injected into combustion chamber, thereby maintaining low temperature and better lubrication of cylinder and piston. Perfect crank compression at all times. Quick starting. Sensitive governor, close, accurate speed regulation. Extra large bearing surfaces tend for long service and low maintenance cost. Simplicity of parts. Can be operated for long non-stop runs with minimum attention from operator.

**FREE ENGINE BOOKLET**  
Write for it TODAY.  
STOVER MFG. & ENGINE CO.

Lake Street, Freeport, Ill.

Also Mfrs. Stover Samson Windmills, Pump Jacks. Est. 1862. Free Catalog.

**STOVER FUEL-OIL ENGINE**



## BUYING PAINT

Buying paint for the protection of metal surfaces from rust and wear is no longer a haphazard experiment. It is an important investment, worthy of serious contemplation.

With the high cost of labor in mind, the "cost per gallon" of paint is not the deciding factor, but the paint last on the job?

## DIXON'S

## Silica-Graphite Paint

has won an enviable reputation for long service with satisfied users in all parts of the world.

Graphite is not affected by sunlight, heat or cold, acids or alkalies, and it has no equal in withstanding dampness.

Silica is equally impervious and is to graphite paint what copper is to gold in a chain or watchcase. It resists wear and anchors the film. To secure these results, specify DIXON'S SILICA-GRAPHITE PAINT.

Write for Booklet No. 17-B.

Made in Jersey City, N. J., by the

JOSEPH DIXON CRUCIBLE COMPANY  
ESTABLISHED 1827



## BUY THIS TESTER BECAUSE

- It is made according to Government Specifications.
- It is the most complete outfit on the market.
- The Thermometers are certified.
- It is equipped with "Pyrex" Glass or Copper Flasks.
- The Special Oat Graduate as well as the Regular Graduates are included.
- It is heated with Electricity, Alcohol or Gas.
- The electrical equipment is fully guaranteed against all defects.
- It is approved by the Mutual Fire Prevention Bureau.
- It will pay for itself many times in a season.

Its cost is very reasonable.

Ask for full information

**FLINT BROWN DUVEL**  
**MOISTURE TESTER**  
MANUFACTURED BY  
DE ROO GRAIN LABORATORIES  
FLINT, MICH.

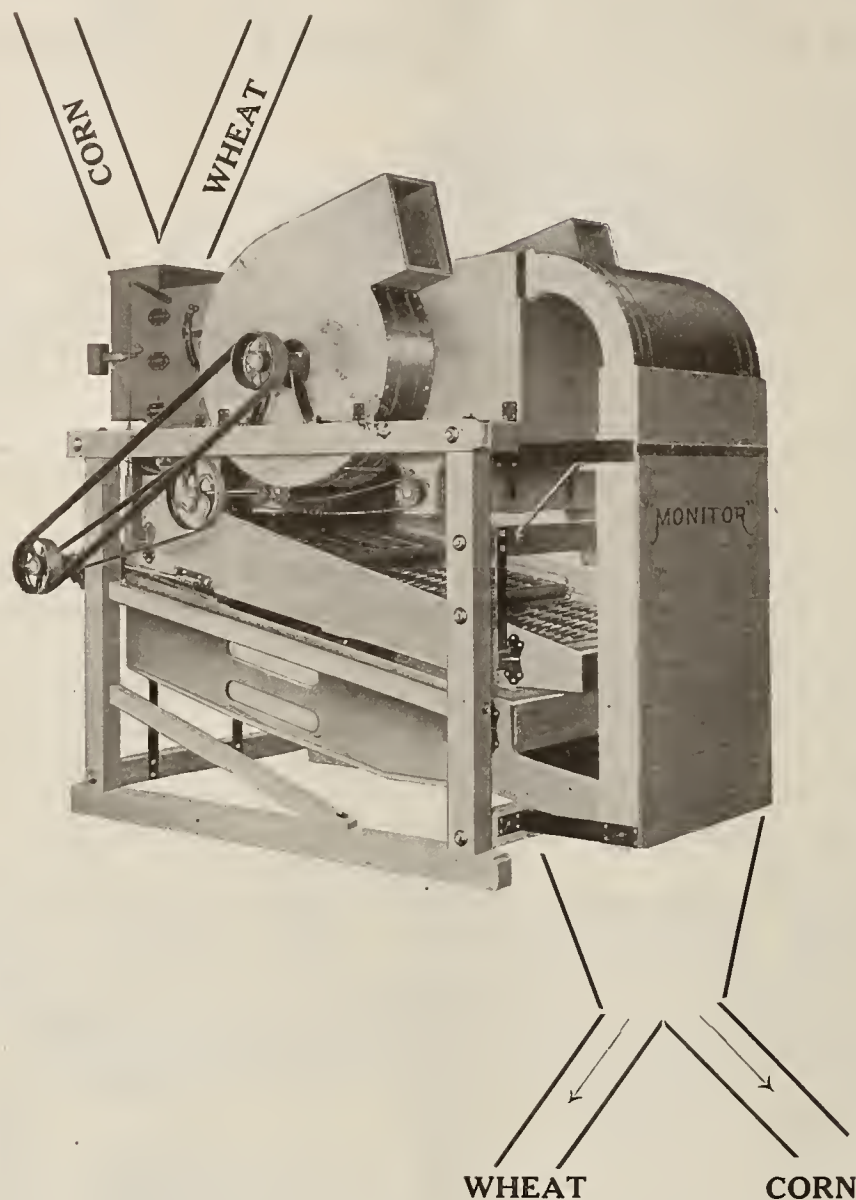
## THE BOOK OF WRINKLES

NEEDED BY EVERY GRAIN ELEVATOR OPERATOR. Contains 171 ingenious and well described and illustrated Devices for Saving Time, Labor and Money in Elevators and Mills.

PRICE, \$1.25 POSTPAID

MITCHELL BROS. PUB. CO., 431 S. Dearborn St., Chicago





No Change of  
Screens Necessary

Always Equipped  
for Either Grain

Ready for Any  
Emergency

Two shoes—Absolutely independent of each other.

Corn screens in the upper—Wheat screens in the lower.

A lever controls the flow. Step to the machine, throw the lever and everything is set for the other grain. It saves you an hours time hunting and changing screens.

All Workable Improvements Are  
Always Found on the Monitor First

# HUNTLEY MFG. CO.

Canadian Plant  
Huntley Mfg. Co., Ltd.  
Tillsonburg, Ont.

SILVER CREEK, N. Y.

Ask where you can see  
one at work  
Sure to be near by. It  
will pay you.



A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

Established in 1882.

VOL. XXXVIII

CHICAGO, ILLINOIS, FEBRUARY 15, 1920

NO. 8

## Development of Concrete-Central Elevators, Buffalo

A Grain Handling Equipment Designed to Meet Efficiently the Peculiar and Difficult Conditions which Buffalo Presents—Rail and Water Service for Incoming and Outgoing Grain—Time, Labor and Material Saved at Every Possible Point, Reflecting in the Cost of Operation

THE story of the development of the Concrete-Central Elevators at Buffalo, N. Y., began in December, 1914, when the Eastern Grain, Mill and Elevator Corporation was incorporated under the laws of New York to take over the business of the Eastern Grain Company and the Iron Elevator and Transfer Company, the latter operating an all rail, steel 500,000-bushel house. The new company immediately purchased a tract of land from the New York Central Railroad on which in 1915 it completed the original Concrete Elevator of

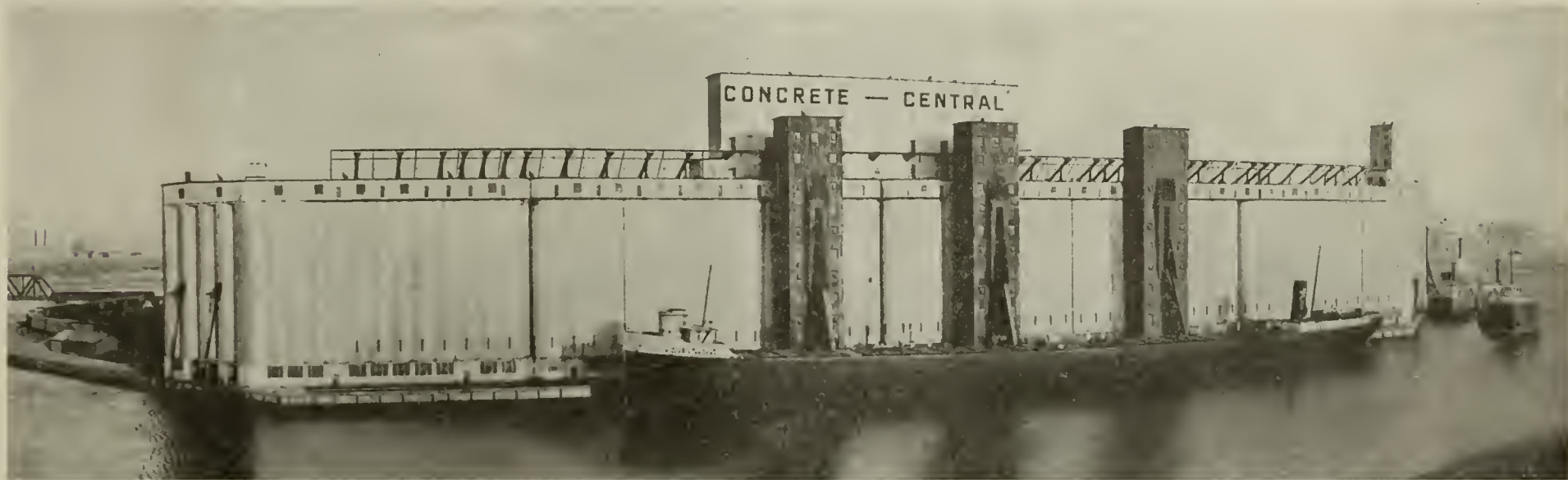
ager; L. W. Rammacher, general superintendent; and Jos. Beatty, superintendent of maintenance.

The business of the company is to operate the elevators, merchandise and finance grain and act as forwarders and care-party of grain for others.

The elevators were designed and built by the Monarch Engineering Company of Buffalo. The land on which they stand is a part of 47 acres with a water frontage on Buffalo River of over 3,000 feet, adjacent to the New York Central main line and is outside the congested switching district of

in one of the accompanying illustrations. There are four spouts for loading vessels or canal boats with capacity of 20,000 bushels an hour each. The large capacity for loading vessels and canal boats was for the purpose of meeting conditions created by the development of the Erie Canal and also in order to load vessels moving from Buffalo to Montreal.

One of the distinctive features of the house is that all operations are independent of each other and vessels may be loaded and unloaded, and cars



WATER FRONT OF THE CONCRETE-CENTRAL ELEVATORS, BUFFALO, N. Y.

1,600,000 bushels' capacity. As an indication of the business of this early house it might be stated that before December 31, 1915, or three months after completion it had unloaded 14,000,000 bushels of grain. In 1916 the company completed a second 1,000,000-bushel unit and by November, 1917, the Central Elevator was constructed with 2,500,000 bushels' storage, making the present total capacity of the Concrete-Central Elevators 4,500,000 bushels.

The men responsible for this large enterprise and for furnishing this needed addition to the grain facilities of Buffalo are the present officers of the Eastern Grain Mill & Elevator Corporation as follows: Nisbet Grammer, president; John J. Rammacher, vice-president and treasurer; George J. Grammer, secretary; E. T. Douglass, manager of elevators; Norman B. Macpherson, assistant man-

the city. The railroad built and maintains a grain terminal yard which at present contains 500 car lengths of track, and future plans include an additional 500 car lengths to fill the capacity of the yards. There are five working tracks with two leads to the main line tracks and, in addition, there are a number of storage tracks. The central location of the elevators affords the best of facilities for the interchange of grain arriving at Buffalo by any of the Western trunk lines, or being shipped from Buffalo, via any of the Eastern trunk lines.

The illustration from the land on the following page shows the convenient arrangement of the trackage system. It is such that cars can be moved continuously around the loop or shunted in and out from one end only. The track shed holds 20 cars with 10 car loading spouts, shown

loaded and unloaded all at the same time and with no interference one with the other. As an indication of the convenience and efficient service performed in shipping out grain it might be stated that very often, several solid train loads of grain are made up in one day in the elevator yards, and forwarded to New York where it arrives 36 hours after the boat from which it was loaded, had reached Buffalo.

While the New York State Canal has been developed at the expense of millions of dollars of the tax payers' money, it has not served the state to anything like the extent that it should. State officials are inclined to blame the influence of the railroads for this state of things, claiming that most of the terminal elevators at Buffalo as well as at New York are railroad owned and controlled. The Concrete-Central Elevators are a striking refu-



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

tation of this charge. In fact, only a comparatively small amount of storage at the Buffalo end of the canal is controlled by the roads, and the Concrete-Central stand ready at all times to devote their splendid resources to serving the people by way of the canal as soon as barges and adequate terminal facilities at the New York end are ready.

The writer of this story visited the elevator on the morning of February 3. If first impressions are a guide, it must be chronicled that the house conveys ideas, not so much of vastness as of symmetry, and one is struck by the fact that among so many large and different working parts there is remarkable co-ordination and efficiency. There is singular cleanliness and freedom from dust.



LEG OF MARINE TOWER IN HATCHWAY OF BOAT

For instance one of our illustrations shows the loading box which feeds to the conveyor the grain from boats. This box is inclosed so no dust can fly, and in another illustration is shown the belt conveyors over top of the bins. The room in which this conveyor runs is 76 feet wide, 20 feet high, 1,000 feet long and is clean as the office of a bank president.

An additional feature for cleanliness and freedom from dust is found in the installation of an air compressor in one of the marine towers which will blow a current of air through every one of the 53 motors in the building. As a result of this operation the motors run smoothly continuously and harmonize in point of service with all the other machinery. The elevators are operated entirely by electricity with separate motors direct

long, driven to rock. There is a 15-foot story running the length of the elevators beneath the bins which rise above to a height of 95 feet and support the cupola. The car shed covers five tracks as before stated, and is 184 feet long built of concrete and steel. It has 12 single pits for unloading cars arranged in six groups of two each. There can, therefore, be unloaded 12 cars at one time so that grain is taken care of at the rate of 18 cars per hour at the grain unloading dumps.

ONE OF THE MARINE TOWERS  
Showing Tracks Upon Which It Is Operated.

As an illustration of the rapidity with which cars may be handled, the writer saw a car of 1,450 bushels of wheat loaded in three minutes. With the equipment it is possible to load seven cars at the same time at this rapid rate. As a further indication also of the rapid handling facilities of the elevators, there was unloaded from a vessel one day last year 526,380 bushels of oats in 13½ hours using two marine legs. This grain

per hour. From the legs the grain is weighed on any one of seven 120,000-pound hopper scales and then spouted or conveyed to any bin in the house. Grain from cars can also be sent, if desired, direct from scale to the bin over the drier.

Grain from boats is elevated by three movable marine towers on the front side of the house, each being so designed that it can be operated at any point along the dock. The total length of travel allowed is about 750 feet. These towers are built of steel, covered with Armco iron. Each tower is a separate unit and draws grain from boats, weighs, re-elevates and discharges direct to bins in the elevators without making necessary the operation of any machinery in the main house. Each tower has a maximum capacity of about 25,000



TWO MARINE LEGS OPERATING IN ONE BOAT

bushels per hour, and an average capacity of about 18,000 bushels per hour. An electric indicator shows to which spout the tower is connected.

The flexibility of the marine towers is one of the features of the plant. The illustrations on this page show their way of operation as the legs are lowered gradually into the hold of the vessel, and also the tracks upon which the towers are moved. The wires on the side of the building carry the current and the motor in each tower furnishes its own motive power. The discharge of grain from the towers is no less interesting, for the grain can be sent direct to any bin in the house; it may go to the conveyor belt; or it may go to the drier. Wherever the grain is sent, notice, giving the full information, is sent by an electric device to the in-



VIEW OF LAND SIDE OF THE CONCRETE-CENTRAL ELEVATORS WITH TRACKS

connected and starting box for each leg, conveyor and other machines.

The ground dimensions of the elevators are 960x72 feet, with a height to top of cupola at its highest point of 200 feet. The average height of the elevators is 125 feet. There are in all 268 bins ranging in capacity from 2,500 to 26,000 bushels. Thus, any size load of grain, large or small, can be accommodated without waste of storage. The house is supported on 20,000 piles, each about 50 feet

was transferred directly through the elevator to cars. The grain was in the cars and lot completely loaded 30 minutes after the last grain was out of the boat. In loading the grain to cars only two of the loading spouts were used.

From cars the unloaded grain goes onto four receiving belt conveyors, located in tunnels under the tracks and from thence is discharged to the boots and elevated by four lofter legs. Each belt is 36 inches wide with capacity of 15,000 bushels

indicator board in view of the superintendent. In fact the person in charge can tell at a glance at the board just what operations are going on in the house at all times.

There is also a stationary marine tower located on the dock at the end of the elevators, constructed in general as the movable towers and for the purpose of handling odd lot cargoes. From this tower the grain is sent to the elevators by tunnel on a 48-inch belt conveyor of 25,000-bushel per



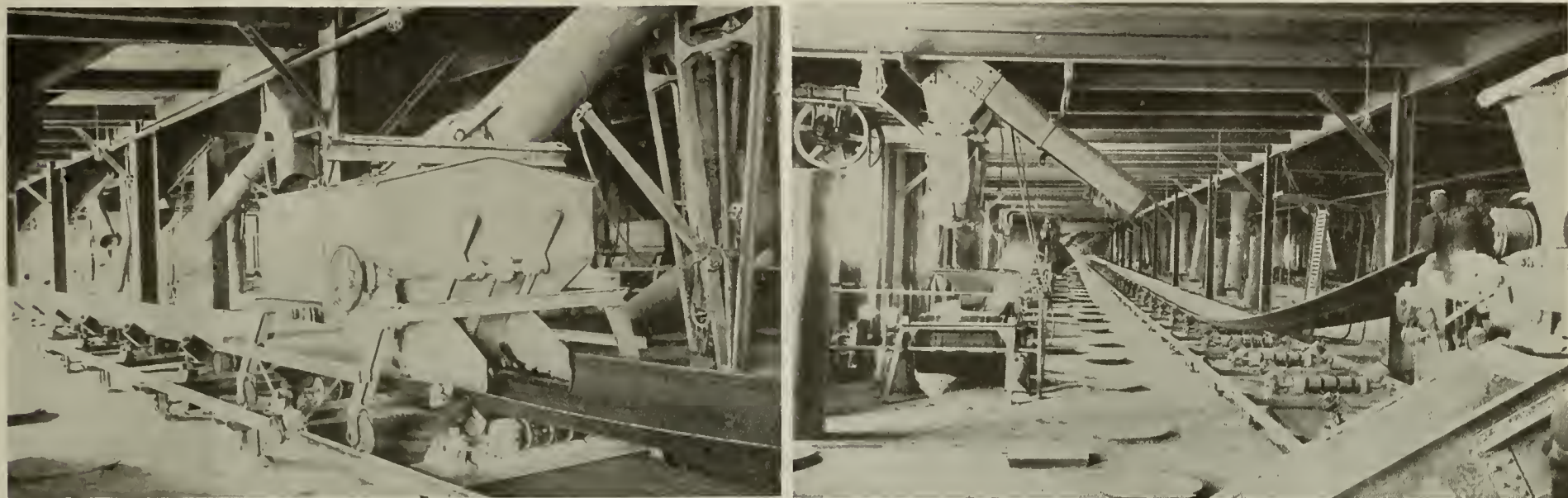
hour capacity. The unusual facilities for unloading from boats will be readily apparent when it is stated that it is possible to elevate three cargoes from vessels at the same time. If it is so desired, two vessels may be docked at the front of the elevator and the operation of unloading performed

determining dockage and all necessary accessories such as balance scales, testers, etc., which go to make a modern outfit of this character.

As an indication of the flexibility of the elevator, there was on February 14, 1919, 4,555,946 bushels of grain in the house, which is considerably

tors. The horsepower of these latter range from 10 to 100. The electric current for driving the motors is drawn from the power house at Niagara Falls.

The drives in the elevators are of three kinds, viz., rope drive in the marine towers, chain drives



VIEWS IN THE CONVEYOR GALLEY ABOVE THE TANKS.

At the Left: The Dust Proof Conveyor Belt Loader. At the Right: A Tripper on the Long Belt.

by the three movable towers, it being practicable to lower one leg in one boat and two in the other. The third boat may then be unloaded at the end of the elevators by making use of the stationary marine tower.

The elevators are equipped to load out either by cars or boats. Any one or all of the seven lofter legs can be used as shipping legs. Each of the scales is so arranged that grain can be loaded into cars on any of the five tracks. Any or all of the legs and scales can be used in connection with the upper conveyors, for loading out grain to boats.

The drier is the No. 8 Hess type, installed by the Hess Warming & Ventilating Company of Chicago, and has capacity for drying 20,000 bushels daily. A 15,000-bushel bin is above the drier and so arranged that grain can be discharged to it by belt conveyor from any of the receiving scales. There is also a belt which carries grain from the marine tower to drier for handling salvage grain from boats. After the grain is dried it is conveyed from the hoppers under the drier to a 500-bushel hopper scale and re-elevated by separate leg and distributed to the bins by separate conveyor.

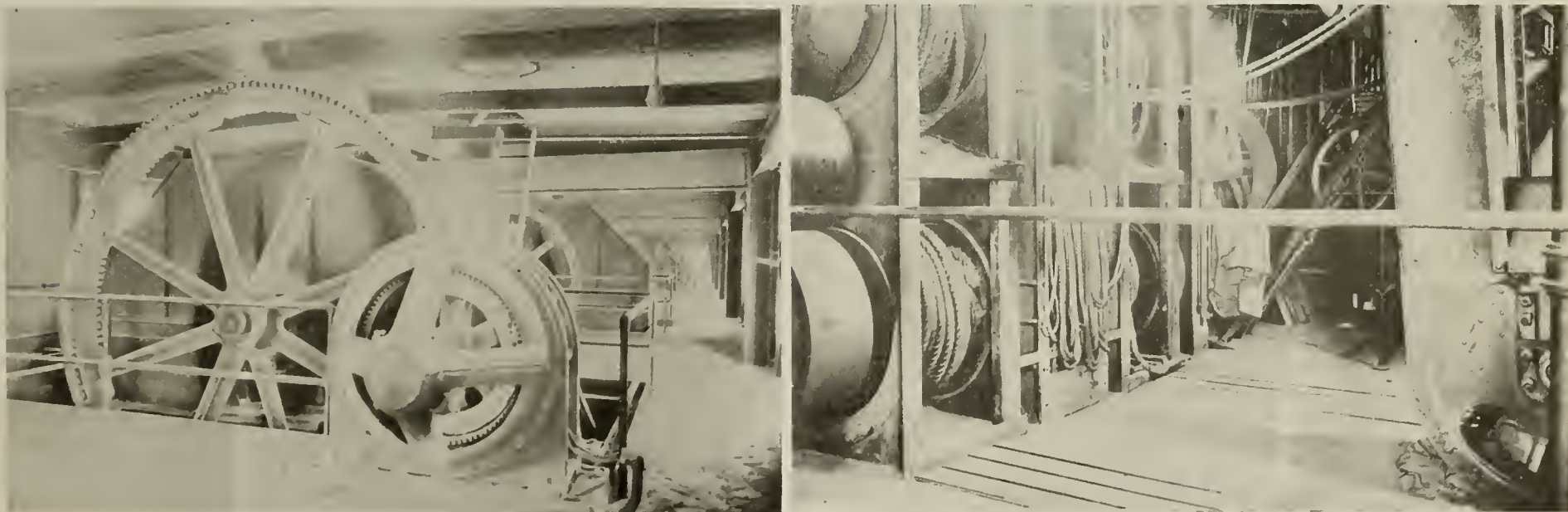
The grain cleaning machinery is all found in the drier building and consists of two No. 11 Monitor Clippers with capacity of 2,000 bushels per hour each; one No. 11 double Monitor Ware-



CONVEYOR BELT UNDER THE DRIER  
Note the Enclosed Guard for Chain Drive from Motor.

in the drier and direct geared connections throughout the main elevator. This latter feature is especially admirable as the noise of operation is reduced to a minimum. An excellent illustration is given of this direct gear drive on the cupola floor where one of the seven elevator heads is shown. At the time the writer was in the cupola he stood close by the last of the legs while the two adjacent legs were not running. There was no vibration whatever and only a faint rumbling could be heard although the leg was carrying its full load. When the reader grasps the full significance of this statement the remarkable ease of operation of the entire plant will be appreciated.

It will perhaps be permissible to speak of the somewhat unusual wealth of pictures with which our article is illustrated. Yet the entire write-up and pictures themselves convey only a slight idea of the unusual degree of perfection of the Concrete-Central plant. The best engineering ideas are incorporated in its plans, and advice and supervision given by those who have had years of experience in the practical handling of grain. That the service rendered by the elevators to the great grain public is appreciated, is shown by the volume of business handled by the plant since completion as under favorable market conditions it has always run to the full capacity of the house.



TRANSMISSION MACHINERY AT THE TOP OF THE HOUSE

At the Left: Gear Drive for the Elevators in the Head House. At the Right: Rope Drives in One of the Marine Towers.

house and Elevator Separator with capacity of 4,500 bushels per hour, and one Monitor Northwestern Separator with capacity of 500 to 1,000 bushels per hour.

A complete laboratory is maintained in the office building with Hess Moisture Tester, a Kicker for

over the rated capacity as estimated in the designs.

The Webster Manufacturing Company of Tiffin, Ohio, furnished the elevating and conveying machinery for the elevators. There are over three miles of rubber belting used throughout the plant. The General Electric Company furnished the mo-

In conclusion an inference might be drawn and an explanation given by the writer of this description of a large, elaborate and highly co-ordinating plant as to how all this came about and the underlying facts in its creation. Thus it might be worth while to mention that in the physical world



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

nothing is unnatural or strange, but all is order, symmetry and law. In order then to understand the physical science of the transfer of a cargo of grain from vessels through an elevator in 13½ hours one must accept the doctrine of uniform sequence; in other words, the doctrine that certain events having already happened, certain other events corresponding to them will also happen. On the one hand we have a body of grain men thoroughly imbued with the principles that underly the scientific handling of grain at a port of shipment. As a result there appears the Concrete-Central Elevators, a mammoth, splendid structure, subject to laws previously born in the minds of its creators, and exemplifying in all its various offices of loading and unloading, of dry-

## INSPECTION APPEAL INSURANCE

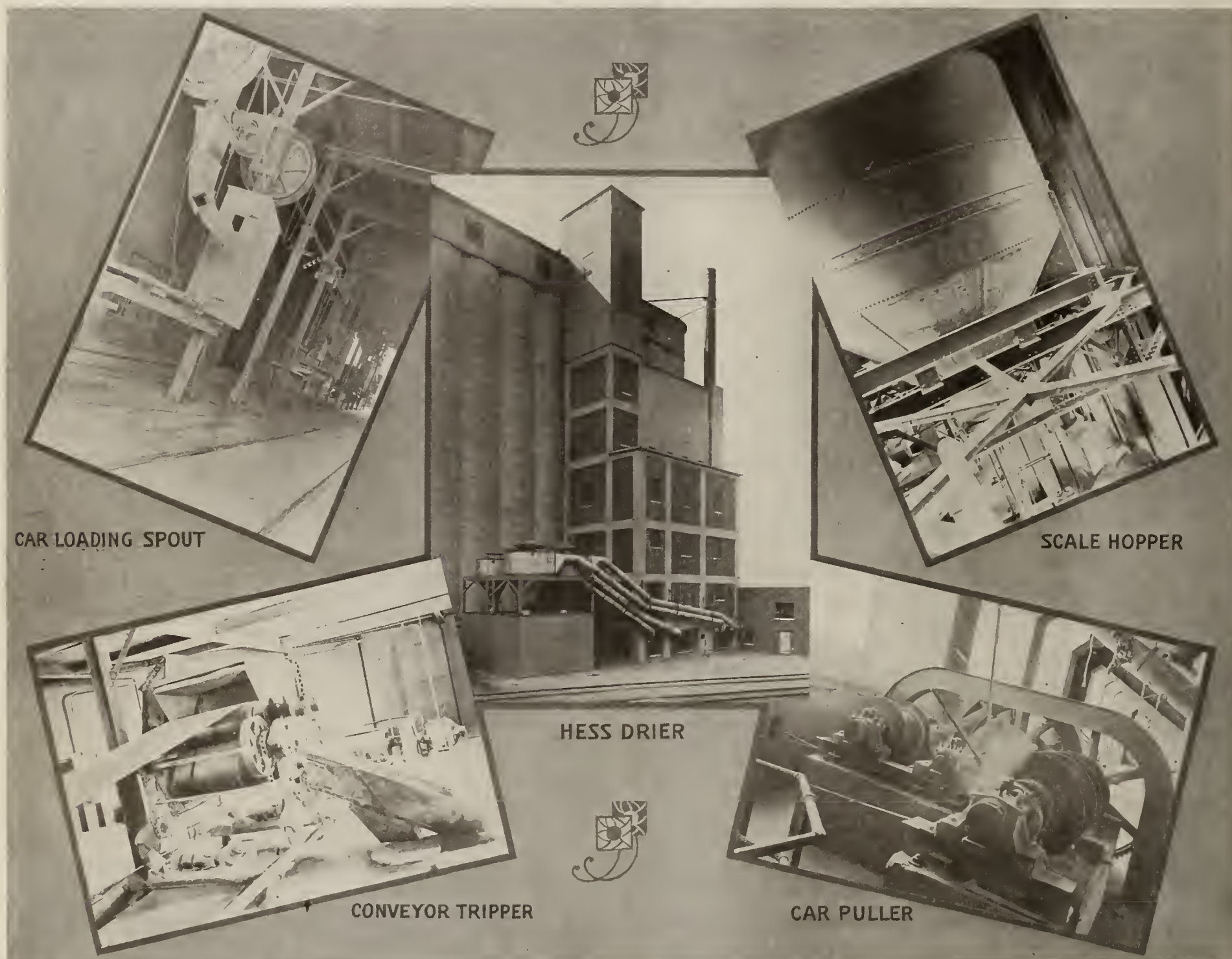
The Bureau of Markets is boosting the appeal feature of the grading law by suggesting that purchasers of grain at country points where there is no inspection, may appeal the grade given to the grain they purchased at the terminal market before it is shipped, thus putting it on an insurance basis.

An appeal must be taken before the close of business on the second business day after the day of inspection; that is, for grain received. The grain must not have lost its identity nor have left the place where inspected. This provides for receivers at the large markets; also, for buyers at other points where licensed inspectors are located.

vision at that market that he wishes to take an appeal from the grade assigned to the grain by the licensed inspector. This may be done not because he thinks the grade loaded is not the grade he bought, but as an assurance that it is.

Accordingly the Federal grain supervisor has a sample taken from the car and the grade determined. If, for example, the grain is corn, and No. 2 white has been ordered, and the sample grades No. 2 white, a certificate is issued for that grade and the car goes forward. But if the grade is found to be No. 3 white, or mixed instead of white, the shipper knows that it will be useless to ship the grain, unless the buyer is willing to accept the corn at a discount from the original price.

But if a request should not be made to the office



ing, conveying and cleaning the utmost perfection capable of being found anywhere in such a plant.

## INVISIBLE LOSSES

An auditor, whose business is largely with country elevators, recently pointed out some of the sources of invisible loss to operating companies. Among these he mentions absence of or inadequate scales, preventing a sworn statement of weight in case of loss or damage in transit.

Another common source of loss is under capitalization, necessitating payment of high interest on borrowed money, which might as well have been used on dividends of larger capital. And, finally, many houses are in such a state of dilapidation that there is constant waste of material through leakage, and loss of time and money in patchwork repairs.

## FURTHER DETAILS OF THE CONCRETE-CENTRAL ELEVATORS

It does not, however, provide for dealers who buy grain at the large markets and who are located at points at which there is no licensed inspector. Yet such dealers may secure the protection that an appeal affords.

This may be done, as already mentioned, through the Federal grain supervision office at the market from which the grain will be shipped. In such instances it is necessary for the buyer to make a request—this may be done by telegraph, telephone, or letter—of the grain supervisor to sample and inspect the grain before the car has gone forward. This is taking an appeal as insurance; for, as the certificate of grade issued by the office of Federal grain supervision supersedes that of the inspection department, the car of grain will not be shipped unless the grade is what the buyer ordered. Stated in another way, a dealer orders a car of No. 2 white corn of a shipper at some terminal market. Then he wires the office of Federal grain super-

of the Federal grain supervision to have the grade of the grain appealed from before shipment, and should the interior dealer find on receiving the grain that it is not up to the grade he bought, he still has a remedy.

Taking an appeal is not difficult, nor is it a complicated procedure. All that is necessary is to secure a blank "complaint form" from a Federal grain supervision office—there is such an office at every large market center—and fill in the information called for. It should then be left with, or sent to the office of Federal grain supervision in the district in which the grain was inspected.

Appeals do not cause serious delays, for the Federal grain supervision offices dispose of them promptly.

NOW that they have become available, shippers are turning down empty cars because of the drop in the market.



## Beginning a Big Business

The Remarkable Growth of Newton Busenbark's Grain Business in Five Years of Operation

**A**NY banker or business man will tell you that a man's most valuable assets are character, brains, and experience. After these comes capital, but that is of little value unless the other things are there first.

On this basis Newton Busenbark was a rich man when he left the employ of the Crabbs-Reynolds-Taylor Company of Crawfordsville, Ind., in 1915 to engage in business for himself. To be sure, he didn't have much money, but he didn't need much for he was well supplied with the more valuable attributes. He had been with the Crawfordsville concern for five years, under the more or less personal tutelage of one of the most noted men

this year Dean Little of the Merchants National Bank of Indianapolis became secretary. The firm is a limited partnership. Plans are made for the erection this year at Crawfordsville of a three-story seed warehouse, 32x80, equipped with clipper cleaners. This in addition to the elevator.

The elevators are equipped with two dumps, and most of the machinery was furnished by the Union Iron Works. Three of the houses have steam power; two, oil; and two, electric. Twenty-two foot Fairbanks Wagon Scales are installed, which are large enough to take care of the largest trucks used in that territory. For shipping out there are three Fairbanks Hopper Scales; one Fairbanks Au-

growth and improvement took place and was ready to supply the needed feeds for the various blooded herds that required it. For that reason the feed business has reached almost the proportions of the grain business.

There seems to be just as fair an opportunity in seeds, and the new seed warehouse at Crawfordsville, instead of being regarded as an unnecessary and unwelcome rival by the older seed firms there, is made welcome, for it increases to just that extent the importance of the point as a seed market. Already Crawfordsville is one of the great seed shipping centers of the country, and the high reputation which Newton Busenbark already entertains in the trade will certainly add to its importance.

In five years this firm, which began with little else than a reputation for integrity and high principle, has established itself as one of the large shipping concerns of the state. And it is quite



PLANT AT WAVELAND, IND.



THE BARNARD, IND., ELEVATOR



NORTH SALEM, IND., PLANT

in the trade, A. E. Reynolds, and during that time had absorbed all the information possible about successful elevator operation. No one in the trade will doubt the inestimable advantage of such a schooling, and certainly in this case the pupil has done the master credit, and he is always the first to place that credit to his early training.

When Mr. Busenbark decided to go into business for himself, the Crabbs-Reynolds-Taylor Company sold him, largely on credit, three elevators, at New Market, Lapland and Waveland, Ind. These stations were on the Vandalia, Central Indiana, and Vandalia Railroads, respectively.

By 1918, through careful management, he succeeded in paying off all of his obligations and he then acquired three more elevators: North Salem and Barnard on the C. I. & W.; and at Hazelrigg on the Big Four. At the present time there are seven elevators with headquarters at Crawfordsville.

In May, 1919, Mr. Busenbark sold one-fourth interest in the business to his father, W. W. Busenbark, who was a director and auditor of the Crabbs-Reynolds-Taylor Company, and on January 15 of



NEWTON BUSENBARK



THE FIRST ELEVATOR, AT NEW MARKET, IND.

tomatic Scale; and three other automatics. All the elevators have manlifts and six of them are equipped with belt drives and the other with rope drive.

The capacity of the elevators range from 8,000 to 30,000 bushels, and each one ships from 70,000 to 125,000 bushels of corn, wheat, oats and rye annually. As the firm has a membership in the Indianapolis Board of Trade, as well as the Indiana Grain Dealers Association, most of the grain is shipped to that market. This is not altogether on sentimental grounds either, but is based on the sound business reason that it pays to do so. Indianapolis is usually found to be a favorable market for western Indiana shippers.

In addition to grain, the company handles a large volume of feed and seeds, and within the past two years, at six of the stations coal has been handled as a side line and has been found to be a very valuable addition.

Indiana has become a great feeding state and each year marks a decided improvement in the quality of the stock. The Busenbark firm was fortunate in being on the ground when much of this



ELEVATOR AT LAPLAND, IND.



THE CRAWFORDSVILLE ELEVATOR



THE HOUSE AT HAZELRIGG

certain, too, that the business has just begun and that the firm will go far as the coming years register its progressive steps toward success.

### CANADA HELPS GRAIN MOVEMENT

The Dominion Railway Commission has issued an order calling for the utilization of a certain number of the freight cars available each week for the movement of coarse grains, flax and wheat for domestic consumption from the Head of the Lakes. The railways have of late had an understanding whereby the Canadian Pacific Railway Company supplies 125 cars and the Canadian National Railway 50 cars weekly for the movement of grain from Fort William Eastward. It has been alleged that these cars have been used for the shipment of export wheat, all of which is handled by the Canadian Wheat Board. In consequence, it is asserted, wheat intended for domestic consumption, other than that consigned to flour mills, has been held up at the Head of the Lakes.

The Railway Commission has ordered the railways to provide 175 cars at Fort William on Mon-



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

day next and each succeeding Monday. The Board has also directed that an adequate proportion of these cars be employed in the movement of coarse grains and flax for the home market.

## 1919 WORLD'S CROPS

A cablegram received from the International Institute at Rome gives the following official crop reports:

The total production of wheat in 1919 in Spain, France, Great Britain, Italy, Netherlands, Roumania, Switzerland, Canada, United States, India,

## A PAYING BUSINESS IN PURE SEED CORN

The seed business in the past has been shrouded in a veil of secrecy. Seed houses have fostered the impression that mysterious rites were conducted behind the closed doors of their plants, which in some marvelous manner added to the potency of the seed they dispensed. At any rate, the public was rigorously excluded and promiscuous visiting tabooed.

Flour millers years ago held the same views and jealously guarded the secrets of their processes.

one of the most perfectly equipped corn plants in the country.

The building is 50x100 feet in size, and five stories high. It was erected expressly for the purpose of curing seed corn by the most scientific methods, and at a minimum cost, thereby getting the seed back to the farmers in the best of condition, and as low in price as possible. All machinery, shellers, graders and conveyors are operated by electricity, including a large elevator that plies between the several floors. The lower floor is of concrete, and the superstructure is built for durability and convenience.

The chief agency in the proper drying of seed corn is heat and air. There are 300 doors and windows in the building which provide ample ventilation and free access of air when weather is suitable, and on days when there is great humidity the building is closed and three of the largest hot air furnaces obtainable are fired. These furnaces are located on the first floor, and as all the upper floors are laid with one inch space between the boards, the heat pours in great volumes to all parts of the building.

The manner of receiving and handling the grain is interesting, all facilities being complete. The corn is delivered from the farm and is received over a regulation wagon dump. The corn is elevated to the second floor and carried along a conveyor over seven large picking bins located on the first floor, and into which it is dumped, according to breed and kind. Here the corn is given its first sorting, all culls and unfit ears being discarded and sold on the market or for feed. The sound corn from these bins is placed in crates and elevated to the four floors above to be placed on racks and in bins according to the needs to be served. After the corn is first dumped into the picking bins it is handled thereafter by hand exclusively.

The corn remains on the drying racks until about the first of January, by which time all moisture should be out. It is then gone over again ear by ear, and the corn accepted for seed is given a germination test. The seed corn that is shelled is run through a bin, and each ear inspected critically by experts. The ears are then butted, tipped, shelled and graded, and sacked ready for delivery. The butting and tipping is done on a special machine which takes off all the small kernels at the ends of the ear, leaving only the full developed kernels for the seed sack.

The cleaning and grading is done over a four screen cleaner and grader, through which all the shelled corn is run. The cleaned corn is all ready for the planter box. To the right of the cleaner, shown in the illustration, is a large drag which leads from the wagon dump into the rough sorting bins.

The shelling is done on a Cyclone, two-hole Sheller. The corn is automatically fed into this



SEED PLANT OF THE AINSWORTH-BOONE COMPANY, KENTLAND, IND.

Japan and Tunis is 2,040,052,000 bushels, against 2,182,000,000 in the same countries in 1918 and 2,115,000,000 their average annual production in the five years, 1913-1917.

The production of rye in Spain, France, Italy, Netherlands, Roumania, Switzerland, Canada and the United States is 69,414,000 bushels against 177,000,000 in 1918 and a five years' average of 136,500,000.

The production of barley in Spain, France, Great Britain, Italy, Netherlands, Switzerland, Canada, United States, Roumania, Japan and Tunis is 550,090,000 bushels against 616,000,000 in 1918 and a five years' average of 540,000,000.

The production of oats in the same countries as for barley is 1,963,095,000 bushels against 2,343,000,000 in 1918 and a five years' average of 2,173,000,000.

The production of corn in Spain, Italy, Roumania, Switzerland, Canada and the United States is

When the veil was finally lifted it was found that there were no secrets at all; practically all millers used the same process.

The only mystery in the seed business is how some of the dealers get away with it. The secret is only in the ability to take infinite pains.

Seed selection is an exact science, based on Mendel's Law, and only by the application of this science can agriculture be improved. American farmers are rapidly being educated to this fact, and this is the basis of the success that has attended the business of the Ainsworth-Boone Company of Kentland, Ind. The firm deals exclusively in pure bred seed corn which they raise and handle, so that every kernel of corn which is sold for seed has an unqualified 95 per cent germination guarantee back of it.

H. G. Ainsworth and George I. Boone, the members of the firm, were graduated from the Agricul-

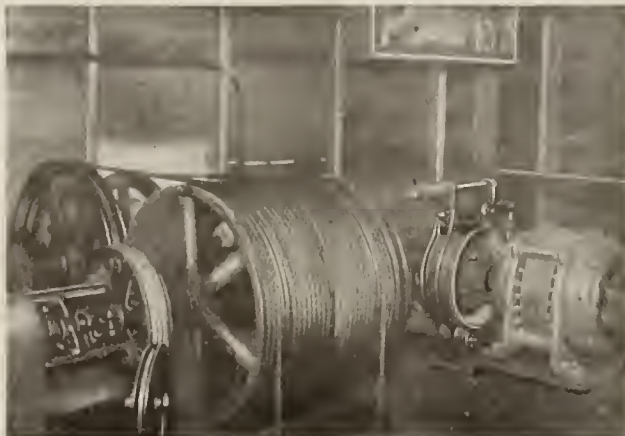


CLEANER AND GRADER

3,126,194,000 bushels against 2,723,000,000 in 1918 and a five years' average of 2,995,000,000.

The production of potatoes in Scotland, Netherlands, Switzerland, Canada and the United States is 607,630,000 bushels against 691,000,000 in 1918 and a five years' average of 600,000,000.

The production of flaxseed in Italy, Roumania, Canada, United States, India and Japan is 26,492,000 bushels against 32,300,000 in 1918 and a five years' average of 43,500,000.



LARGE MOTOR FOR ELEVATOR

tural School of the University of Illinois in 1914. They both served in the war but are now back on the job ready to serve those who need good corn seed.

The seed corn sold is all grown by the firm and is kept to standard by the most approved "ear to row" breeding plots and the most careful field selection. It is hand picked and shucked before frost and taken to the seed drying house, which is



CORN SHELLED WITH AIR SUCTION

sheller from the sorting bins on the third floor, after every ear has been butted and tipped.

And so it appears that a seed house is not a place of mystery, but is rather a laboratory where knowledge and meticulous care work together to an end. And although the Ainsworth-Boone Company is a comparatively young firm it already has a mailing list that reaches all parts of the United States and satisfied customers in every state in the corn belt.



## Informal Notes of an Elevator Pilgrimage

No. 23—B. &amp; O. Elevator "C" at Baltimore

By JAMES F. HOBART

THE City of Baltimore was left behind us on December 10 when self and friend wife steamed down Chesapeake Bay in search of a warmer climate—and we found it. Today, on the twenty-third of January, we are sitting beside an open window watching flowers and butterflies outside under the orange-laden trees, while the daily papers state that every river in Maryland is frozen

mightily solid proposition for its time, being built of brick, with a tin roof. It is 407 feet long, 87 feet wide and 100 feet high. Its storage capacity is 1,300,000 bushels, divided into 253 wooden bins, 228 of which are for storage of grain and 25 bins for shipping. It has a receiving capacity of 18,000 bushels per hour, can clean at the rate of 10,000 bushels, but the elevator can ship at the rate of

steel lockers, and other conveniences for the elevator workmen.

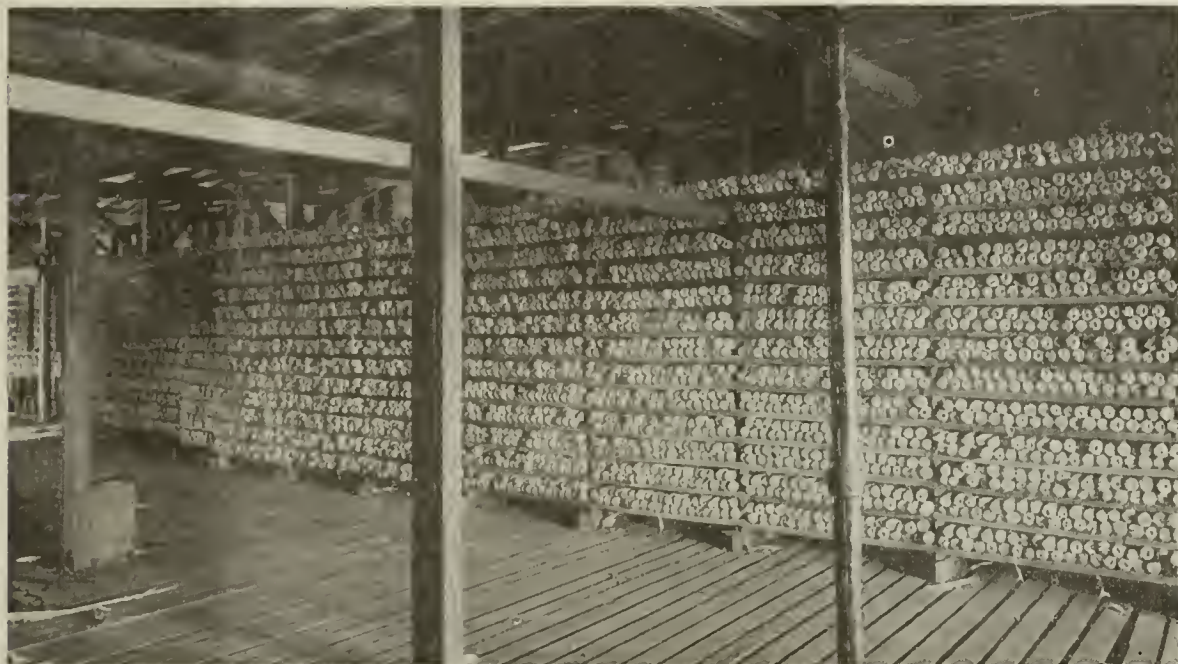
Electricity is used both for lighting and for power purposes, 33 motors having been installed. They are of many kinds and I noticed those made by the G. E. Company, Westinghouse and others. Mighty cosmopolitan in regard to their electric motors. Ought to know at least which kind works the best if there is any choice. All kinds of drives are used between motors and machines and I noticed belts, gears, silent chains, and some of the "turbo-gears" of which great things are claimed.

There are three Webster Belt Conveyors in the elevator, for the drier and for other later installations. Two of these conveyors are 900 feet long each, the other one is only 100 feet in length. Power shovels are used for unloading cars and 32 hopper scales of Fairbanks make are in use and the statement was made with considerable pride that the scales now in use were the ones which were installed when the elevator was built 39 years ago!

The spouting used throughout the elevator is of wood, steel lined. In addition to handling all kinds of grain, this elevator also takes care of beans, peas and flax seed as required. During 1917, the elevator handled 26,147,425 bushels of grain and seeds.

The accompanying picture which so nicely represents this elevator, also shows the Steamship *Texan* as that vessel was lying on the east side of the elevator. The ship looks rather small in comparison with the elevator, but a more correct idea of the vessel's size may be obtained when it is considered that the vessel has already taken on board 376,115 bushels of wheat and 11,200 barrels of flour. Of the wheat, 78,513 bushels were taken on board from the Western Maryland Elevator (which will be described in a later story) and 297,602 bushels were shipped from Elevator "C" beside which the vessel is shown in the engraving.

The engraving shows plainly, behind and above the ship's foremast, the spiral-slide fire-escape



DRYING RACKS FOR CORN IN THE AINSWORTH-BOONE COMPANY'S PLANT

tight, and that Chesapeake Bay boats have had to give up their night sailings and make the trips by daylight in order to avoid the ice in the bay!

But there was sharp weather in Baltimore before I left that Oriole City and orioles were mighty scarce and it took a most vivid imagination to make the thousands of wild ducks in the bay resemble the beautiful orioles. But Superintendent Peterson seemed just as glad to see the ducks, and how he did thin 'em out when he went duck-hunting! I reckon Mr. Peterson must be something of a bird fancier anyway for, although I have not heard of his being anything of a chicken fancier or "hen-worker," he made a mighty big bid for first prize on golden pheasants at the Baltimore Poultry Show as well as bringing home half the ducks in the bay!

There is one thing regarding B. & O. Elevator "C," at Baltimore, which I am most mightily sorry about. It is this: As fast as I visited each one of the many grain elevators in Baltimore, I would sit right down to my typewriter and transcribe and amplify the numerous long hand notes made at each elevator. Then when the photographs came, many of which were taken by the photographers expressly for these stories, I had only to sit down in quiet and leisure and amplify those voluminous notes into the stories you are reading. But alas! When I brought out the bulging envelopes full of notes, specifications, photographs and all sorts of other data concerning the Baltimore elevators, not one line of typewritten notes could be found about Elevator "C"!

True, my pen and ink written notes were there, but what of that? Do you for one moment imagine that I can read my handwritten notes even the day after they have become cold, to say nothing of six weeks, a sea voyage and five fishing trips? Well, dear reader, pity me while I weep and incidentally try to tell from memory and the idiomatic notes what I saw while visiting Elevator "C"!

Baltimore City and the Baltimore and Ohio Railroad have both "done themselves proud" in furnishing fire protection to Elevator "C" and to "B" as well. Pity such good protection could not have been at hand when Elevator "A" was in use before it burned, years ago. But it sometimes requires fires to secure protection for remaining property.

Elevator "C," which was built in 1881, is a

100,000 bushels of grain each hour. The cleaning equipment consists of four Baltimore-built cleaners. The drying capacity of the installation of Hess Driers is about 2,500 bushels per hour. Steam for drying is brought through underground piping



BALTIMORE &amp; OHIO ELEVATOR "C" AT BALTIMORE, MD.

from the boilers at Elevator "B" which is located a short distance away, just across a dock in fact, as shown by the illustration.

The elevator was electrified about four or five years ago, the boiler-house removed, leaving the engine room as shown in the foreground, looking very ragged on account of the new end which was built after the boiler portion had been torn away. A part of the old boiler room has been taken for a shop. Another portion is being turned into a "rest room." A little concrete building has been erected inside of the old structure, and inside were being installed shower baths, toilet, lavatories,

which affords almost instant escape for the men who may be in the top of the house should a fire break out below them. Four bridges are shown leading to the steel fire escape, rendering it possible for men to reach the spiral from any floor of the house.

The arrangement of the loading out spouts is plainly shown, the lower line of 12 ordinary spouts, and the upper row of six "Long Johns" showing how vessels are supplied with a whole lot of grain in a mighty short time. The lower line of spouts were those originally built with the elevator but were found unable to deliver grain into the large



ships which have been constructed since the elevator has been in commission.

One of the lower spouts is shown delivering grain into the fore-hold of the boat and it will be noted that this spout lies so flat that not a great amount of grain can be made to flow through it. The "Long Johns" shown amidship are the real grain-carriers and an immense quantity of wheat will slide into a vessel through these big steep spouts in a short time. In order to connect the high "Long Johns," it was found necessary to take

toward the top of the elevator structure. Nearer the ground—out of sight behind the building which once was the engine room—is a big car or locomotive bell which is used for giving signals to the engine crews that may be setting loaded cars inside of the elevator or hauling out empties.

The hoist above mentioned is hand-operated, a heavy line being carried over a single sheave which is in turn attached to the protruding timber. The other end of the line is carried around a snatch-block placed on the ground beneath the

cars having been kicked into the building, each car must be cut off from the string and left over the sink into which its grain is to be unloaded. Then the engine hauls the rest of the cars ahead and spots another car, repeating the cutting off operation until six cars have been spotted over alternate sinks. The great length of the cars making it necessary to unload at every other sink instead of at adjacent ones. Thus the unloading capacity of the house is cut in two by the very long cars which are now in use.

All the elevators in this building are electrically driven, two legs to each motor. All the motors are located in the top of the house and are there controlled by one man. An electric signal system is used for communication with the workmen on the ground floor where three push buttons are located for each motor in the top of the house, and there are 16 motors up there.

When the first of the three buttons is pushed, for the starting of a motor, a white lamp glows on the ground floor and another white lamp at the motor is lighted. As soon as the motor starts, the second button is pushed and red lamps glow and continue as long as the elevator is in operation. To stop the elevator, the third button is pushed which stops the motor without further ceremony. Two legs are as stated, connected to each motor and either leg may be cut out at will by means of a jaw clutch on the shaft to which both legs and the motor are connected.

The motors in this elevator which drive the legs, are of the Westinghouse type and displaced about four years—with other motors of various types—a pair of vertical engines and a nest of boilers which formerly furnished power. At present, the boilers for heating and drying, are all located in the enlarged boiler-house adjoining Elevator "B." It is a great pity that when the steam boilers were removed from this elevator that the dust-producing arrangement of machines and spouts could not have gone with the old boilers. But that is impossible without spending too much money for the changes that would be necessary.

The writer was given a glimpse of already prepared drawings of an enormous elevator system for Locust Point. A system which would be greater than anything now in existence, not even excepting the new elevator approaching completion at



LAWRENCEBURG PLANT OF THE NUTRITIA COMPANY

grain from directly underneath the scale hoppers instead of from the scale garners. This extends the time of loading a ship somewhat, but the elevator gets there all the same by rigging more "Long Johns" to discharge and then alternating them so that some are discharging the scale hopper while other hoppers are being filled.

The far end of the elevator is fitted with spouts by means of which grain may be loaded into bay boats if found necessary, but such loading is not required very often, all the grain handling at the water end of the elevator being that of unloading boats from various parts of Chesapeake Bay, a considerable quantity of wheat and other grain being sent to this elevator by the farmers up and down the bay.

A fine large steel marine leg has also been provided at the water end of the elevator. The leg in question is very large, so large in fact, that it is sometimes a detriment on account of the small hatches with which some of the Chesapeake Bay boats are fitted. It is certainly exasperating to have to hoist out a load of grain in sacks because the leg will not pass through the hatch, and it is still more troublesome to have to remove a portion of a vessel's rail in order to get the marine leg overboard after the grain has been removed. Even then, it is sometimes necessary to hoist out the leg before the grain is all out, the height of the modern boats being so great that the leg can not be hoisted high enough to clear the deck of the boat after the grain has all been removed. It is sometimes necessary to remove grain until the limit for hoisting out the leg has been reached, then the remainder of the grain is sacked and hoisted out by a whip rigged aloft on the boat. In unloading grain with the marine leg, power shovels are used to bring the wheat within reach of the leg.

At the land end of the elevator a couple of high spouts are visible which look for all the world as if they reached across the dock right into Elevator "B." But they don't. These spouts reach into the drier building and deliver grain to the three-section Hess Drier which has been located in the brick building at the extreme left. Under the stairs in this building there is a little test room where all the necessary "taking grain apart" is done for both elevators.

If one looks sharp at the engraving, there may be seen a hoist depending from a protruding timber high up on the front end of the top-house. This hoist is for the convenience of the millwright who uses it to raise and lower material and machinery to and from the big doors which show well

timber, but so far away laterally that objects may be hauled up without fouling the down-haul line. A crab placed at some distance from the snatch block enables two men to apply the power necessary to operate this slow and primitive hoist.

There are two unloading tracks in this elevator and they are both placed right through the middle of the house, the loading out being done along the outside. This arrangement is exactly opposite to that of Elevator "B" across the adjoining dock. And it must be stated that unloading grain in the middle of a dark house is a mighty hot and dusty job!

There are 12 unloading sinks which were placed to fit the railway cars in use at the time this elevator was built. But, alas, they don't fit now. The sinks are right where they were placed, nearly 40



NUTRITIA COMPANY'S FEED MILL AT LAWRENCEBURG

years ago, but the railroad cars have increased in length as well as in size, and only six of the 12 sinks can be made use of for unloading grain from present-day cars.

It is necessary, when setting cars in this elevator—the work is all done by locomotives—to hitch four "dummies" behind the work engine, then attach the cars to be set and push them down through the elevator. It is necessary to use the four "dummies" in order to prevent the locomotive from entering the house. Then, the string of

Canton. The plans in question showed an enormous house located at some distance, but adjacent to the two present Elevators "C" and "B," with big conveyors running to each of those elevators and also to a new structure on the site of old "A" Elevator. Also to perhaps still another house on a dock adjoining the three elevators above mentioned. Probably this project will never be carried out, but should it be, it would be the largest terminal export elevator system in the world for some years to come!



## Plants of the Nutritia Company

New Feed Company of Cincinnati and Lawrenceburg Interests Has a Complete Equipment for Scientific Feed Manufacture

"WHAT'S in a name?" said the son of John Shakespeare. How the son of John answered his question is not the concern of the writer of this story. Our tale has to do rather with the name "Nutritia" and there is much in it as will be hereinafter shown. For, as a matter of fact, the name is most apt, applicable and pertinent as describing the line of feeds now manufactured by the Nutritia Company of Cincinnati, Ohio, and Lawrenceburg, Ind. The latin word *nutrire* from which it is derived means to nourish, promote growth and repair natural waste. Therefore Nutritia Feeds are such that the "stomach of the animal retains what it has received, and strength and nutriment diffuses to all parts of the body."

The Nutritia Company is an Ohio corporation with \$300,000 common, paid in, capital stock and \$200,000 preferred, authorized, but not issued. The illustrations show the feed and mill plants at Lawrenceburg, Ind., and the grain and hay warehouse and elevator at Cincinnati, Ohio. The company is now making extensive, necessary improvements on its Lawrenceburg plant and as soon as these are completed all the manufacturing of the company will be done there and the plant at Cincinnati will be used only in a retail way for distribution of products which will include less than carload and split cars. The company manufactures various classes of stock and chicken feed and buys and sells all kinds of grain and hay. To enumerate more specifically Nutritia Feeds, they include: Horse feed, dairy feed, scratch feed, chick feed, hog feed, cornmeal, cracked corn, hominy meal, while as mentioned above, the business in grain includes: Wheat, corn, oats, rye and hay of all kinds.

The hay warehouse at Cincinnati, Ohio, is the largest in the state with a capacity of about 300

cars. They have a hay warehouse with a capacity of 50 cars located at Guilford, Ind., which is said to be in the best alfalfa county in the state. They frequently go to Colorado, however, and other Western States for irrigated stock. In their retail



CINCINNATI PLANT OF THE NUTRITIA COMPANY

trade in Cincinnati they employ three motor trucks and six teams.

The Lawrenceburg plant is located on the Big Four Railroad and is expected to be ready for full operation in three or four months. It comprises corn mill, office building, three large warehouses and power plant. For the present the corn mill, which is modern and up-to-date in every particular, is being operated to full capacity. Connected with

building just to the left of the center of the illustration is the warehouse. In the foreground the low sheds are cattle barns for the experimental department, and the fields on each side of the barns are also used in this department for pasturage.

The Nutritia Company was formed last year by a number of the best known feed, grain and hay men of Lawrenceburg and Cincinnati. It was really an amalgamation of the Eikenberry-Fitzgerald Company of Cincinnati, Ohio, and the Squibb-Carter-

Squibb Company of Lawrenceburg, Ind. The officers of the company are: N. E. Squibb, president; E. C. Eikenberry, vice-president; R. S. Fitzgerald, secretary; E. A. Fitzgerald, treasurer and general manager. E. C. Eikenberry is nationally known as a former president of the Grain Dealers National Association, Mr. Fitzgerald has long been a leader in Cincinnati and Mr. Squibb in Lawrenceburg.

### WHEAT YIELD PER ACRE

Although the yield of wheat per acre fell off last year from an average of 14.9 bushels per acre for the five-year period from 1912 to 1917, so that the yield was only 12.8 bushels per acre in 1919, nevertheless yields are increasing in the United States. In the decade preceeding 1890 the average yield per acre of wheat in the United States was 11.84 bushels. For the 10 years ending with 1918, the yield was 14.87 bushels.

Prior to 1900, the 10-year averages all fell below 13 bushels per acre. From 1876 to 1890, the average yield never rose above 13.8 bushels, and was several times between 10 and 11 bushels per acre. The 50-year average of about 13 bushels per acre is due mostly to the crops raised since 1896.

Not only in the United States, but in most civilized countries, the wheat yield has been rising. If we compare the average wheat yields per acre in the 10-year period 1891-1900 with those in the 10-year period 1901-1910, we find that in the United Kingdom there has been an improvement of six per cent, that is, from 30.1 to 31.9 bushels; in the Netherlands, of 19 per cent, or from 27.7 to 33 bushels; in New Zealand, of 28 per cent, or from 24.6 to 31.5 bushels; in Sweden, of 14 per cent, or from 24.2 to 27.6 bushels; in Germany, of 23 per cent, or from 23.6 to 29.1 bushels; in Ontario, of 12 per cent, or from 19.4 to 21.8 bushels; in France, of 8 per cent, or from 18.1 to 19.5 bushels; in Hungary, of 3 per cent, or from 17.3 to 17.8 bushels; in Japan, of over 2 per cent, or from 17 to 17.4 bushels; in Poland, of 3 per cent, or from 15.5 to 15.9 bushels; in Roumania, of 21 per cent, or from 14 to 16.9 bushels; in the United States, of 8 per cent, or from 12.9 to 13.9 bushels; in India, of 16 per cent, or from 9.7 to 11.3 bushels; in Caucasia, of 18 per cent, or from 9.5 to 11.2 bushels; in Russia, excluding Poland and Caucasia, of 14 per cent, or from 8.3 to 9.5 bushels.



AN INTERIOR VIEW OF THE HAY WAREHOUSE

cars. This house is adjacent to the elevator and feed plant on the Cincinnati & Southern Railroad tracks, and both plants have track capacity of 35 cars. The elevator is a small one of only about 80,000 bushels' capacity, but is a rapid handling transfer house. It is directly connected with a feed plant and a storage warehouse where sacked ingredients to the number of 50,000 bags can be taken care of.

The company grinds its own alfalfa meal for all their feeds and when the Indiana crop is good

the corn mill is a concrete elevator of 50,000 bushels' capacity with a drier and sheller. The buildings comprising the plant are all of concrete and brick, modern construction and are located on a tract of 21 acres. The power of the plant is electric, generated on the ground.

The illustration of the plant shows on the extreme right the elevator. The small building behind the elevator is used for administrative purposes. To the left of the Administration Building is the grinding and mixing plant. The large blank





Published on the Fifteenth of Each Month

BY

**Mitchell Brothers Publishing Co.**

OFFICE:

Manhattan Building, 431 South Dearborn St.  
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

Subscription Price - - - - \$1.00 per Year  
English and Foreign Subscription 1.75 " "

## ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

## CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

CHICAGO, ILL, FEBRUARY 15, 1920

## ROSY DREAMS AND DARK BROWN REALITY

THE Missouri College of Agriculture is back of a movement to form a state organization of farmers grain dealers associations. A meeting is called for February 25-26 at Moberly, and all farmers associations or communities planning to have an association are urged to send representatives.

An organization of farmers elevators is a good thing. Such companies have many problems in common which they can discuss together with profit only through a state association. At the same time the farmers elevators also have problems in common with private or independent elevators and every farmers elevator should also be a member of the regular state grain dealers association in whatever state it may be in. The affiliation of the state association with the National Association gives the state body a prestige and power in railroad and legislative matters which the farmers dealers cannot have and to make this power greater they should be members of the state grain dealers association.

While the activity of the College in this matter of a state organization is commendable, its initiative in the formation of farmers elevator companies is sometimes criticized on the ground that new companies are organized in communities that are already efficiently served. Many farmers have the idea that the country shipper is exacting an enormous toll for handling his grain. Not a few farmers companies have found to their sorrow that the margin is so small that only

the best of management can show a profit. Farmers think they will get more money for their grain. As a matter of fact it resolves itself into an investment pure and simple. If the elevator makes money for him he is lucky, just as he would be if he invested in a shoe factory or an oil well. But a country elevator is no gold mine and it is the rare bird who gets out of it more than a living salary and a fair interest on the money he has invested. Those who tell the farmers that they should form their own company and get rich, nine out of ten times have an ax to grind themselves and profit by the organization, directly or indirectly.

## PRUNING TOO CLOSE KILLS THE TREE

THE grain trade is vitally interested in the appropriations this year for the Department of Agriculture. The estimates made by the Department were cut severely by the Agricultural Committee of the House, with prospects of further reduction before the measure becomes a law.

The work of the Bureau of Crop Estimates is of the greatest importance to the trade. Last year the Bureau spent \$242,042. A plan for weekly instead of monthly reports has been worked out and \$792,042 was asked to carry out this extension of service, but the Committee has cut the Bureau's estimate to less than it was last year. Not the Bureau, but the grain trade will suffer.

The appropriation for fire prevention work should not be tampered with, nor should the \$2,000,000 asked to fight the European corn borer which has already become established in Massachusetts and New York and will cause losses of untold millions if it spreads to the central corn belt. All of these important functions should be provided for and none of them will be unless your congressman knows of their importance and that you are interested. A few minutes of your time and a two cent stamp—now—will do you more good than months of complaining after it is too late.

## THE RIGHT KIND OF SEED

WHEAT seed of the right kind will be hard to get in the Northwest. The high premiums paid for spring wheat during the winter drew out a great deal of grain which should have been, and normally would have been held for seed. And there was little enough of high grade seed to begin with in the spring wheat states.

An elevator company in Montana recently paid \$389,000 in cash to the Canadian Wheat Board for 100,000 bushels of No. 1 northern and 20,000 bushels of No. 2 northern, all supposed, but not guaranteed to be of the Marquis variety. Other far sighted seedsmen have made similar provision, but there will be a frantic scramble at the last minute, nevertheless, and in many cases growers will have to pay more for seed than it is worth.

Seed of corn and oats is more plentiful, but A. C. Army of the University of Minnesota, takes occasion to remind farmers that

home grown corn and oats seed is best and that it is high time to get the full supply of seed. Stock growers have been educated to the value of pure breeding. It is just as important for grain farmers, although they have been slow to adopt the principle. It promises to be a good year for seedsmen.

## WE ARE JUST BEGINNING TO LEARN ABOUT CORN

CAN you associate North Dakota with 119 $\frac{2}{3}$  bushels of corn to the acre? That was the record made by the winner of the Boys and Girls Corn Club. Baron Munchausen, the world's greatest liar, would never have ventured such a statement in his day, and even now it sounds like a freak performance at best. But the second prize winner had 115 bushels and there were many other high yields.

When the facts are examined there is no miracle about it. Last year Wesley Cooper raised 71 bushels to the acre. He selected his seed from this home grown plot with care; prepared his seed bed properly; fertilized well and cultivated four times. Nature did the rest, and returned the boy a winner. Good seed, good soil, good farming—a combination that is unbeatable.

## A FUTILE THREAT

FARMER organizations, or rather some influential members of these bodies, are seriously threatening a boycott against city workers, because the labor unions and urban workers generally are demanding fewer hours of work per week and such high wages that the farmers cannot get help in competition with manufacturing establishments. They even predict that the time will come when the farmer will produce only enough for his own needs, and that food will be so high that attractive wages can be paid to farm laborers.

The Department of Agriculture estimates that farm products in the United States last year were valued at \$24,982,000,000, which is nearly three times the value of the same products in 1909. The corn crop on the farm at \$1.35 was worth \$3,934,000,000; the cotton crop, lint and seed, was worth \$2,235,000,000; hay comes next at \$2,129,000,000; wheat, \$2,024,000,000; while farm animals sold and slaughtered were worth \$4,364,000,000, and more than that remains on the farms. So the prosperity is well distributed over the country.

Farmers are more prosperous, even though prices of commodities they buy are high, than they have ever been before. Yet the labor problem is a serious one. It is not more serious than in other industries, however, for that is the reason of the high wages and short hours. The only answer is more labor-saving machinery. There are many ways of saving labor on the farm which the ordinary farmer does not take advantage of. He will have to do so or curtail his operations, so that an involuntary boycott may become operative to some extent on individual farms, although it cannot be made a general policy. The



farmer himself would be the first to lose by such a practice for it would immediately be reflected in the value of his land. Farm land is high only because it is a going, profitable concern, and to make payments on newly acquired property will tax the best efforts of many farmers. No, there will be no boycott policy adopted.

## SENATOR GRONNA WRONG AGAIN

THE mental processes of Senators are difficult to follow. Just what Senator Gronna hoped to accomplish for his farmer constituents of North Dakota, when he introduced his bill to repudiate the Government guarantee on wheat is hard to understand. His proposal had every prospect of precipitating a situation that would add immeasurably to the difficulties we are already facing and the farmers would be the ones to suffer. It would be more curious still if any one but the eminent Senator from Dakota had done it; from Mr. Gronna it is not so strange, for he is more consistently on the wrong side of every proposition than any man in Congress. But we recognize Mr. Gronna's difficulties. It is a ticklish proposition to represent a lot of half-baked radicals at a time when sane, constructive, conservative statesmanship is called for.

We are more isolated from the world by the fall in foreign exchange than we ever were by German submarines, and it will be a slow and tedious business getting on a normal basis. The grain trade needs all the time the Food Control Act allows to make its readjustments, and it would be a real calamity if Congress passed the Gronna Bill.

## THE RAILROADS AND YOU

MARCH 1 will soon be upon us and the railroad imbroglio in Congress is about as far from solution as ever. Shippers are unanimous in their demand for a retention of the anti-strike clause of the Cummins Bill, but the House, with one eye on the union vote, is as shy as a maid at her first party. It is another case of politics where statesmanship should govern, just as it is in the League of Nations controversy. We will not get anywhere until both questions are settled, and the majority of business men are for settlement first, the exact wording being of less importance in either case than some substantial ground from which the future can be viewed with a degree of confidence in stability.

Wouldn't you be satisfied if the railroads were returned to their owners as they were, with provision for a substantial loan from the Government to tide them over the period of readjustment; with further provision for consolidation of various roads with the consent of the Interstate Commerce Commission as the roads decide is best; and with some method provided for settling disputes by arbitration?

The present status of legislation, as agreed upon in conference between the House and Senate, but of course by no means final, pro-

vides for a guarantee of 5½ per cent profit for two years; no anti-strike clause; elimination of proposed transportation board; some plan of consolidation of roads; and authority of I. C. C. to have precedence over intrastate rates when there is conflict. Many points have not been touched upon, and the memorial presented by the conference of shippers seems to carry little weight. After all Congress isn't legislating for the railroads or the brotherhoods, but for you and me. It is our interest, the country's, that is at stake, and we should have the main consideration.

## FILE YOUR CLAIMS

THE Interstate Commerce Commission has ruled that claims that are filed within the time specified in the bill of lading are subject to settlement regardless of the two year and one day ruling. That is if you do your part it is up to the railroads to do theirs. The counsel general of the Railroad Administration has notified all regional directors to this effect, so if your claim is valid you have every chance of getting it paid.

The delays in acknowledgment and the resort to technicalities which the railroads have indulged in to throw claims into the two year class will not be tolerated, and those that have been refused on these grounds may be reopened with some prospect of success.

## THIS IS WHERE THE CORN WENT

THE January 1 report of farm animals in this country gives a very patent reason why corn has not been a drug on the market, irrespective of transportation difficulties. There were 72,909,200 hogs and 44,385,000 cattle other than milch cows. This is the largest number of each that has been recorded in the last 10 years, with the exception of last year which, by a small margin, was the peak.

Many dealers seem to believe that a large spring movement of corn is not to be looked for, and it is certainly true that many stations which normally have the grain to ship at this season are now buying. It is not because the corn was not produced, but because it has been fed in greater amounts than ever before. There were 2,917,450,000 bushels of corn last year, which looked pretty large at harvest time, but at no time has there been a selling pressure, and we doubt if there will be.

## LOOK TO THE FUTURE

"WHERE there is no vision the people perish," wrote the old clockmaker, Anton of Flanders. We need vision at the present time as never before in history. The world's entanglement is too serious to indulge in expedients; to try to patch the present at the expense of the future. Many grain dealers, groping in the dark, are heard declaring that the grain trade cannot stand advance in freight rates and must fight any attempt to increase transportation cost of grain.

But fortunately not all grain dealers are blind. Some of the leaders in the trade see

into the future far enough to know that if the railroads do not have more revenue they cannot operate. The Taylor & Bournique Company of Milwaukee, through their many offices and connections are spreading this gospel of vision. They feel that the trade can far better afford to pay higher rates than to endanger the transportation system of the country. If the question of grain rates alone were involved, then dealers might be justified in fighting an increase, but bear in mind that the handlers of every commodity that enters into commerce are equally antagonistic toward an increase in rates on their particular pets, so that the whole question must be considered in the large, not in relation to any one commodity. It becomes a matter of principle; a policy which becomes in the end either constructive or destructive.

Mr. Hines shows figures to prove that, if rates had been raised the first year of Government operation, instead of a deficit of \$480,000,000 in 22 months, there would have been a net profit of \$14,000,000. This for the Class 1 roads. We know that the cost of operation for every line of business has increased enormously. It has also increased for the railroads, and yet some dealers talk of denying them the chance of making it up by increased revenue. How much money would your banker advance you if he knew you were operating at a loss every day? This country without adequate transportation would be a Siberia or a Tibet. "Where there is no vision the people perish."

## WHY PAY WAR TAX ON EXPORT?

JUST at present the grain trade is in need of another John Pitts. It was he, you remember, who led the band of "Mohawks" who threw the tea into Boston Harbor rather than pay tax upon it. There is no more justice in the taxes that are being assessed on export wheat than there was in the tax on tea. It all hinges upon the interpretation which the Internal Revenue Department put upon the Revenue Bill. The Supreme Court did not make the decision; only a department that needed the money.

The situation stands like this: Congress passed a law exempting export wheat from taxation. All export wheat was issued by the Grain Corporation and as that was a Governmental agency its operations were not taxed. Now the Grain Corporation bought a great deal of wheat for export and instructed the shippers from whom it was bought to so bill it. This was the wheat which Congress intended to and did exempt from taxation. But the Internal Revenue Department says: "Yes, that wheat is exempt IF the wheat did not stop in transit even to be elevated or inspected, and if the name of the foreign consignee was indicated in the bill of lading, and if the shipping documents also stated who was going to eat the bread made from the wheat, and if a married man whether he was the father of a family, and if so why not, and if the family kept a dog, had the dog fleas? Otherwise pay the tax."

At any rate, the conditions were contrary



to the existing methods of marketing and handling export grain and could not possibly be complied with by the trade. We believe that Congress intended export wheat, shipped and billed in the customary manner, to be tax free, and we believe that the Supreme Court would uphold that intent. It remains, then, for the modern John Pitts to lead his little band to the Supreme Court for another tea party.

## EDITORIAL MENTION

A man is not a failure who merely loses his money. The failure is the man who cannot come back.

It is hoped that dealers who handle lime, coal and fertilizer have their supplies in, as there may be little stirring after next week.

The railroad legislation now pending should provide for permanent Government responsibility for loss and damage claims during the period of control.

The Hessian fly losses which will materialize in Government reports of March and April, will cause no panic as the prevalence of the fly has been known since early last fall.

Prize seed corn brought \$1 an ear in the North Dakota seed show recently. It was probably worth it, and more. Pedigreed seed is just beginning to gain the recognition it deserves.

Do not expect that all railroad difficulties will be straightened out as soon as the roads are returned to private control. Equipment of all kinds is short and it may be two years before it is caught up.

We are glad to report that Uncle Joe McCord of Columbus, Ohio, is out of the hospital after undergoing two operations, and is regaining his strength to take up again his valuable services for the trade.

Farmers grain dealers association meetings recently have made it plain that there is little in common between the farmers and organized labor. Farmers have little sympathy with this six hour day stuff.

Minnesota has 1,605 elevators, of which 537 are line houses; 404 independent dealers; 390 farmers elevators; and 274 belong to mills. The primary elevators handled 166,667,877 bushels of grain during the year.

In spite of the fact that the markets have not been burdened with corn at any time, some of the shippers in the corn belt were in great need of cars to relieve the congestion in their elevators. The Blackhawk Grain Company of Omaha, sent out cards, asking every shipper in Nebraska how many cars he needed for corn, the returns to be used as

evidence to induce the Administration to provide more rolling stock for that territory, but before this additional evidence could be presented the order was given to concentrate box cars for the movement of grain.

O. P. B. Jacobson of Minnesota is fighting hard to annul or at least to materially amend the Grain Standards Act. He thinks Minnesota grains should govern for the whole country. Mr. Jacobson has started a very long row to hoe.

We wonder if the shippers who complain most about car shortage are the ones who first gave up heavy loading after the armistice was signed. Lighter loading this year has decreased the available cars by an appreciable percentage.

What with drought and one thing and another, Montana had a powerful poor year in 1919, but its farms produced \$59,493,000 worth of grain, hay and potatoes. Not bad for a state that was only a cattle range less than a generation ago.

The capital stock of the packing plant of the Equity Co-operative Company of Fargo, N. D., is to be increased to \$10,000,000. If they aren't careful the big five packers will no longer have a monopoly, and then what will the Equity have to talk about.

Herbert Hoover has been suggested as a possible candidate for President, although he denies any interest in such a movement. It is rather significant that his strongest support comes from those who suffered most by his administration and were in closest touch with him.

Recent developments have put our grain practically on a domestic basis. There are foreign shipments still being made, but they are old business. Exchange has put our grain so far out of line that only dire necessity will induce Europe to buy from us rather than from other surplus markets.

Tests at the Agricultural Experiment Station at Wooster, Ohio, show that it is possible to increase the wheat yield in the state 10 bushels an acre if farmers will follow the advice of agronomists. At present Ohio raises just enough wheat for its own needs, and the population increase more than makes up the slight gain in yield shown in the past decade.

According to latest reports, North Dakota has 2,200 elevators of which 1,808 are not operating. The total capacity of these is 53,057,400 bushels or an average of 29,353. Of the 1,808 elevators, 510 are farmers or co-operative; 298 independent; and 1,000 line elevators. With only part of 510 elevators, the Non-partisan Leaguers make enough noise for the whole 2,200.

The movement started by H. B. Dorsey of Texas, to collect damages from the Government for losses sustained by grain deal-

ers when the Food Administration fixed an arbitrary prices for wheat in 1917 far below the market value, is meeting a general response from other state associations. If the Government admits the claims it will have a large bill to pay—probably about the year 1968.

Grain dealers did not need to hear or read the testimony given at the Indiana Association meeting to know that the trade has little use for the Federal Trade Commission. If the Senate Investigating Committee uses the testimony presented by trade organizations, the Commission will soon be a thing of the past, or else have its duties defined on a constructive basis rather than the iconoclastic attitude it has assumed. Business needs building up, not tearing down.

The Horse Association of America has been incorporated in Illinois with W. S. Dunham, Wayne, Ill., president; Wayne Dinsmore of Chicago, secretary; and George S. Bridge of Chicago, treasurer. As the horse business in America has been found to be in about as flourishing a condition as it has ever been, the panic which was responsible for the organization has largely subsided. There is no danger of the disappearance of the horse from our streets, particularly in the cities.

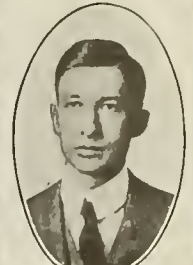
Many grain dealers of the Middle West are familiar with the work of Cyril G. Hopkins, and will regret to learn of his death recently at Gibraltar on his way home from Greece where he had been engaged in Red Cross work. Mr. Hopkins, while a professor of the Agricultural School at the University of Illinois, did extensive work in teaching farmers how to build up poor soil, and the soil food requirements of various grains. It is safe to say that Mr. Hopkins' work has contributed materially to increased grain production in the country.

The railroad brotherhoods hold a club which is being used at frequent intervals as a threat against the United States. In fact they hold two clubs, one the strike; the other a unified voting strength of 2,000,000 or more. The strike club forced through the Adamson Law; the vote club killed the anti-strike clause of the Cummins Bill; and now the strike club is being waved again over the head of the long suffering public to force a 60 per cent increase in wages which, of course, the public would pay. Mr. Hines has refused to entertain their proposal, and the question has been put squarely up to President Wilson. It is a raise in pay or a strike. The Brotherhoods seem not to consider the suffering that a general railroad strike would entail. That prospective suffering is to them only an added spike in the club. We hope that President Wilson will take this opportunity to declare that no class in this country is more powerful than or can dictate to the country as a whole. A strike could not be more disastrous than the acceptance of such a theory.



F. W. JAEGER  
Toledo

# NEWS OF THE TERMINAL MARKETS

M. E. SCHUGGINS  
Minneapolis

## INITIATION FEE INCREASED

Following a recommendation of the Board of Directors of the Minneapolis Chamber of Commerce, the members of that organization voted recently to increase the initiation fee from \$7,500 to \$15,000.

## A TRANSPORTATION BUREAU AT KANSAS CITY

Efforts to establish a transportation bureau in connection with the Kansas City Board of Trade are again being put forward. It is generally believed that the majority of the Exchange members favor the proposition as very many signatures have been obtained to the petition authorizing its establishment.

## SIOUX FALLS MARKET WILL ENLARGE

The Sioux Falls Grain Exchange, Sioux Falls, S. D., organized late in January by electing the following directors: S. A. Burke, E. Barry, W. R. Paul, T. M. Morgans, Fred Payner, Gordan Cashman and E. A. Tongate. As soon as articles of incorporation have been issued a permanent organization will be effected.

There are about 20 grain firms in Sioux Falls and hopes are entertained for an up-to-date Exchange.

## MERCHANTS EXCHANGE WILL ADVERTISE

The Board of Directors of the St. Louis Merchants Exchange of St. Louis, Mo., has the authorization to spend \$12,000 during the year 1920 for the purpose of advertising the St. Louis market in Central and Southern territory which can be reached by the Exchange grain and milling trade. States included in the campaign are: Iowa, Illinois, Kentucky, Tennessee, Alabama, Arkansas, Georgia and Missouri.

## WM. H. HAYWARD IS RE-ELECTED

The directors of the Baltimore Chamber of Commerce, Baltimore, Md., met January 28, and re-elected Wm. H. Hayward president for the third consecutive term. Mr. Hayward is treasurer of the C. A. Gambrill Manufacturing Company, president of the Baltimore Flour Club and a director of the Export and Import Board of Trade of Baltimore. Five new directors were chosen as follows: J. Parry Mahool, W. C. Scott, A. W. Pleasants, J. Murdoch Dennis and John J. Snyder.

## FARMERS SEEM DISINCLINED TO SELL

While our corn market, in common with others, has had a severe break, there was quite a reaction in values today, and we believe the break is over for a while. The industries are active buyers daily and there are indications of an improvement in the demand for shipment, although business in Eastern territory is restricted at the present time on account of the fact that nearly every road running in that direction is embargoed. Stocks in that section are reported as being very light, and as soon as the railroads are ready to take the business, considerable corn will undoubtedly be worked to that territory. We look for lighter receipts from now on, as farmers seem disinclined to sell since the recent decline in values, unless in cases where corn has been left in elevators and the holders are anxious to move it before the germinating season, which is fast approaching.

While future markets for oats have had a big decline, cash oats have not followed the decline, due mainly to light receipts and continued active de-

mand. We believe oats will continue to be wanted and look for prices to advance.—*Mueller Grain Company, Peoria, Ill., Market Letter of February 11.*

## ALL THE DARKIES ARE A SINGIN'

The picture accompanying this sketch was drawn from life on the packing floor of the Halliday Elevator, at Cairo, Ill. The darkies are sewing the mouths of filled sacks of the well-known Halliday brand of Diamond H. Oats for the Southern trade. These oats are bought in the great Central territory, brought to Cairo, clipped and bleached in the elevator and sold South as a fine finished product. We will not go so far as to state that the darkies all sing at the same time, or all the time. The music also is varied as once in a while the elevator whistle blows, or an engine shunts a few cars by.

Superintendent J. B. Gillespie claims to have one of the finest arranged elevators of its type in Cairo. He has three sacking machines and can load



three cars at one time. The elevator has a capacity of loading out 6,000 sacks a day with a full crew. That is to say when the darkies are inspired by song, for there has always been great inspiration to accomplishment in the poetry of musical cadences. The ancient Greeks were unable to read the heroics of Homer without shedding tears; the Eagles, borne above the French armies, were invincible when the troops started into battle chanting the Marsellaise; the American Indian did not feel the poisoned arrow lacerating his flesh as he sang his death song. This might be a tip to employers of labor generally. Have 'em work to music.

Superintendent Gillespie also states that the Cairo grain trade is one of the biggest buyers of burlap of any similar town industry in the United States with the possible exception of Quaker Oats Company. Counting all the elevators at Cairo, there is a capacity of shipping out oats of approximately 22,600 sacks daily.

## CONDITIONS UNSETTLED AT K. C.

Will say regarding the wheat, corn and oat situation, there is no information the writer can give you at this time that I would claim to be of any value, for the reason that conditions are so unsettled it is hard to base any ways near an accurate opinion.

We have had a rather wild market of late with wheat declining 5 to 10 cents per bushel one day and advancing relatively the same amount the next day. While corn and oats seem to be holding their own in this territory the light receipts no doubt are responsible for corn and oats not fluctuating so much. There is a fairly good demand for all com-

modities, but wheat has been rather draggy for the last several weeks and a little hard to sell.

There is no doubt in our mind but what farmers in this territory will refuse to sell wheat at present prices, as they all have their elevators full of wheat and figure with the Government basic price 10 to 15 per bushel lower they prefer to wait for a further decline before taking present prices for their holdings.—*Addison Grain Company, Kansas City, Mo. Letter of February 11.*

## FORT WORTH EXCHANGE IN NEW HOME

The Fort Worth Grain and Cotton Exchange of Fort Worth, Texas, has arranged to occupy the entire fifth floor of the Neil P. Anderson Building at Seventh and Lamar Streets as soon as it is completed. The trading floor will be arranged with complete facilities having a quotation board 40 feet in length. It is expected that in order to meet the additional expenses for the improved service the annual dues will be raised from \$60 to \$100. The building is expected to be ready for the Exchange some time next fall.

## CINCINNATI EXCHANGE ELECTS OFFICERS

At the annual election on the Cincinnati Grain and Hay Exchange, Cincinnati, Ohio, held January 20, Lyman Perin was elected president; H. M. Brouse, first vice-president; R. S. Fitzgerald, second vice-president; B. H. Wess, treasurer; Elmer H. Heile, secretary and D. J. Schuh, executive secretary.

Directors for three years are: Wm. G. Steuve, A. M. Braun, E. A. Fitzgerald, Elmer Heile, Edw. Richter; two years, John E. Collins, Jr., and E. B. Terrell.

## NEW HOME FOR CAIRO BOARD OF TRADE

The directors of the Cairo Board of Trade of Cairo, Ill., have purchased the Bondurant Building, on Seventh Street near Commercial Avenue and will make alterations which will fit it for a permanent home for the Board. The building is fire-proof, four stories high with pressed brick front. The Board of Trade will occupy the top floor as a trading floor, and on this floor will also be the secretary's office, directors' room, inspection and weighing departments. It is expected the building will be ready for occupancy by April 1, and already many of the grain firms of Cairo have arranged for offices in the building.

## LET WARTIME LEGISLATION RETIRE AUTOMATICALLY

Up until the first of the present week, the conditions in this market were more satisfactory than they are at this writing. Owing to some recently proposed legislation looking to the abolishment of the Grain Corporation, conditions here, as well as elsewhere, have been very much disturbed. The records show that this market during the week just past, received twice the amount of corn and almost double the amount of oats as compared to the receipts for the same period a year ago. Our market has been absorbing all arrivals without difficulty and is continuing to do so, even on the recent decline, and while we are exponents of lower living costs at the same time, we believe certain legislation made necessary by wartime conditions should be allowed to expire automatically as intended and not subject to sudden change, thus incurring severe losses to grain shippers owing to their inability to secure cars when needed.

Indications are that grain cars are becoming a



little more plentiful but we believe this will be offset to a certain extent by the severe declines in prices that have taken place recently. Incidentally we would like to mention that one of your leading daily papers published some corn prices a few days ago purporting to be the price at Indianapolis, while in reality, the price published was f. o. b. the point of shipment in Illinois. For some time corn has been selling in this market on a basis of the Chicago delivered prices f. o. b. the Illinois point.—*Bert A. Boyd Grain Company, Indianapolis, Ind. Market Letter of February 11.*

#### HOLDING HER OWN

Since the break in this cash grain we believe the market is in the healthiest condition it has been in for some time. If the Government ruling on the markets where Government wheat is stored goes into effect, we feel the interior markets will benefit by the congestion which will occur in these markets. The markets which reconsign the grain off track will be able to get their shipments out quickly.

You will note we are getting the full Chicago prices f. o. b. country points, with a good demand for the spot grain in all directions, and consequently feel Indianapolis will hold her own.—*P. M. Gale Grain Company, Indianapolis, Ind. Market Letter of February 11.*

#### STATESMEN NEEDED

Gronna Bill has been favorably reported to Congress. Will it pass and be decorated with the President's signature? The Government has guaranteed the price of wheat till June 1. The guarantee was given the farmers before the 1919 crop was sown to stimulate seeding. The Government cannot go back on its word now. Wheat is selling above the guaranteed price, but might not till June if the guarantee were removed. If the Grain Corporation is abolished, some other agency must handle the 1919 crop. We believe General Barnes and the Grain Corporation will do better than other agency. The Grain Corporation has only four months to run. Why change now? We need more statesmen and fewer politicians.—*C. A. King & Co., Toledo, Ohio. From Special Market Report of February 11.*

#### THE PITTSBURGH MARKET

There is not much inquiry for corn here. Buyers seem to be booked for deferred shipments and what little demand there is, comes principally from buyers desiring immediate delivery, owing to the unusually slow shipments from Western markets.

Receipts of oats have not been excessive and owing to embargoes in this direction from the West, our market is obtaining premiums for spot cars. It would appear that a very liberal movement would result if the embargoes were released. Many Eastern buyers are booked for spread shipments from Western markets, and their inability to secure shipments at this time puts the Eastern markets in a strong position for spot grain.—*Harper Grain Company, Pittsburgh, Pa. Market Letter of February 11.*

#### CONDITIONS AT ST. LOUIS

The past week in grain in St. Louis has been one of liquidation. The unsettled conditions of the foreign exchange market starting first in stocks and then into grain, have caused a general liquidation of a great many speculative accounts. The traders who were friendly to the market, have gotten out and are playing a waiting game.

Our market showed a decline of about 25 cents in wheat, and from 10 to 20 cents in corn since this drive has been on. Right at the present writing, the cash demand is light and it will take some little advance in the market before they will come in, in any great volume. The wheat trade has been upset considerably for the past week or 10 days, on account of the affairs at Washington. Senator Gronna has introduced a bill repealing the guaranteed price on wheat, and it has had a favorable committee report. This has been one of the princi-

pal causes of the big break in wheat; however, we think this bill will not get to a second reading before it will be withdrawn, or canceled.

We do not see where any other commodities have suffered with the exception of grain, and it is hardly to be expected that grain will decline and everything else remain stationary, in fact we hope the worst is over and look for favorable markets from now on.—*Elmore-Schultz Grain Company, St. Louis, Mo. From Market Letter of February 11.*

#### NEW FIRM AT OMAHA, NEB.

Among the new grain firms that commenced business with the opening of 1920 was the Blackhawk Grain Company of Omaha, Neb. This company was organized by Charles W. Adams and Mel



CHARLES W. ADAMS

Uhl, Jr., and incorporated for \$100,000. The new firm will conduct a regular cash grain and commission business from its offices at 308 South Nineteenth Street.

Each of the organizers of the new grain house has been prominent in the Omaha market for a



MEL UHL, JR.

number of years past. Mr. Adams was vice-president of the Flanley Grain Company and manager of its Omaha branch for the past six years and resigned this office to start with the present concern. For 12 years previous he was engaged in the Traffic Department of the Chicago and Northwestern Railroad and is a member at the present time of the Omaha Exchange Traffic Board.

Mr. Uhl is the son of Mel Uhl, former president

of the Omaha *Daily News*, and early in his career engaged in newspaper work. He left this department of industry in 1917 to attend the Officers' Training School at Fort Snelling where he received the commission of lieutenant. He saw actual service on the fighting line in France for almost two years. After his discharge from the Army he engaged with the Flanley Grain Company and remained with them until the formation of the present firm.

The new company has started under very favorable conditions. Experience, energy and capital are united in an adequate degree and now that the stays are severed and the vessel launched it is expected it will sail onward in uninterrupted sea of perpetual business prosperity.

#### RECEIPTS MAY NOT BE LARGE

Receipts of corn have been rather disappointing in view of largely increased arrivals at Chicago and the belief is expressed very freely that receipts will not be large even though cars should be furnished; however, stocks in country elevators are known to be large and a continuation of the present run at least is likely until next week. Considerable of the outstanding short interest has undoubtedly covered on an advance of 6 cents from bottom prices and the technical position of the market has been weakened thereby. The present situation is not very encouraging to a maintenance of high prices and, unless the volume of outside business increases, market is not apt to be sustained.—*Simons, Day & Co., Chicago, Ill. From Market Letter of February 11.*

#### RAILROAD SITUATION PREDOMINATES

Conditions here are about as they are in all terminals and the same features affecting us as at other points. Of course, right now the railroad situation is the predominating feature and is restricting business to a large extent. We assure you that we will be more than glad when we can go back to the old way of doing business and not be handicapped by Governmental interference.

The big break which we have had in the market last week did not hold long and looks as if markets are again on the other tack to their former high levels. It is questionable whether the country will ship grain on the break like we have just had, in spite of the fact that an effort is being made to furnish empty cars. At that, do not think that cars are available and that there will be enough cars furnished to supply grain enough to affect the markets adversely.—*E. P. Bacon Company, Milwaukee, Wis. Market Letter of February 11.*

#### CAR SITUATION THE PROBLEM

The grain situation in Minneapolis has been quite unsatisfactory for some time. The wheat market has been very slow and on some of the lower grades of spring wheat, premiums of only 1 to 2 cents over the Government price have been secured. This is somewhat changed the last day or two, as the market has advanced from 5 to 10 cents all around on spring wheat. Of course, the better qualities of spring wheat are still bringing 50 to 75 cents above the Government price. The wheat market declined last week quite severely as a result of the original priority order, known as Car Distribution Order No. 28. The original order precluded the mills from shipping flour, which automatically would have put them out of the market, as mill storage is well filled in this terminal.

Our rye and oats markets are about on a parity with other terminals but our corn market has not experienced the severe decline that has taken place in Chicago, Milwaukee and Peoria and some of the other terminals in the last few days. The corn market has been supported at Minneapolis by Northwestern feed demand, so that tonight our corn is 3 to 8 cents above a shipping basis East.

The car situation looms up as the biggest problem in our market. We are wondering what the attitude of the country will be towards shipping grain during the next 10 days or two weeks. Un-



der the priority order mentioned in the first part of our letter, we can anticipate a larger supply of cars in the country, but it is an open question as to whether the country will care to make heavy shipments just at this time when the price on practically all grains has declined severely from recent levels.—*Godfrey-Blanchard Company, Minneapolis, Minn. Market Letter of February 11.*

#### GROWING IMPORTANCE OF ATCHISON

Due to the activities in the Atchison Board of Trade, at Atchison, Kan., a great deal of interest of late is being manifested. Recently five new memberships were taken out in the Board, due no doubt, among other things, to the fact that the Atchison Mills Corporation, whose general offices are in Atchison, Kan. are completing negotiations for the building of a 2,000-barrel modern day-light flour mill in Atchison, and to the further fact, that the Blair interests of that city have purchased a site and intend building a new elevator with a grain storage capacity of 800,000 bushels.

At a meeting of the Board of Directors of the Atchison Board of Trade held on January 16, R. T. Willette was appointed secretary succeeding T. J. Bartholow deceased.

Atchison is fast becoming one of the important grain and milling centers on the Missouri River. It is expected that within a short time the prices of memberships in the Atchison Board of Trade will be materially increased.

Among the memberships recently taken out was that issued to P. L. Jacobson, secretary of the Marshall-Jacobson Grain Company of Oklahoma City, Okla., one of the best known grain firms in Oklahoma.

#### ABE IS RIGHT

Abe Martin is right when he says "What we need in th' Senate is a few big guns that kin shoot beyond th' next election."

And Senator Gronna of North Dakota (a republican) seems not only to be playing politics but would be playing h—— if the bill he has recommended, is passed.

The said Senator Gronna wants the wheat guarantee, with its appropriation, and the Grain Corporation, canceled at once. He seems to think this would result in higher prices for wheat, but the very mention of the bill has had the effect of causing a sharp decline in wheat everywhere.

Wheat Director Barnes says in a public statement that the withdrawal of the Government guarantee, might produce a price below said guarantee, especially as there are approximately 200,000,000 wheat still on farms, and about 200,000,000 in dealers' hands.

With the export situation as it is at present and with general conditions so unsettled, surely the present plan should not be monkeyed with.

If our readers agree with us, we suggest they immediately wire their Senator and Congressman protesting against the passage of the Gronna bill.—*J. F. Zahm & Co., Toledo, Ohio. From Red Letter of February 10.*

#### DID YOU KNOW THAT—

—Charles Kennedy, second vice-president of the Grain Corporation at Buffalo, N. Y., and former head of Charles Kennedy & Co., has a hobby in thoroughbred saddle horses and just added a Kentucky three year old to his stable? Mr. Kennedy rides daily and always takes his stable to his winter home in Georgia when not prevented, as this year, by Government business.

—H. H. Richardson of Whitney & Gibson of Buffalo, N. Y., has a fine chicken farm at his home at East Aurora, N. Y.? His favorite brand is White Leghorns and he maintains they are 50 per cent efficient in the matter of producing eggs in winter weather.

—Oats are not mentioned in the scriptures, probably because not cultivated by the Hebrews, the Egyptians, the ancient Greeks or the Romans? The Celts and the Germans, so far as can be ascertained, raised oats 2,000 years ago. Wild oats have been sown by the youth of all time.

—"Comin' thru the rye" of the old Scotch song has no reference to a field of grain but to the river Rye, an historical stream in Scotland.

—Rembrandt, greatest of Dutch painters, was the son of a miller and used the granary over the mill as a studio? The wonderful lighting effects for which he was famous were acquired from the fact that his only light came through a window high above one of the grain bins.

#### TERMINAL NOTES

G. P. Lemont of E. K. Lemont & Co., of Philadelphia, Pa., is spending the winter at Daytona, Fla.

Edward O'Neil has succeeded Charles W. Forbes as New York representative of E. Lowitz & Co. of Chicago.

The Thebault Grain Company, Ltd., Montreal, Quebec, has been incorporated with capital stock of \$100,000.

J. E. Miller, formerly with Crombie & Co., of Los Angeles, Calif., is now with Albers Bros. Milling Company.

The Sloan-Simons Grain Company of St. Joseph, Mo., has opened an office at Des Moines, Iowa, with Russel M. Holbrook in charge.

W. H. Sievert, from the Dubuque office of Lamson Bros. & Co. of Chicago has succeeded C. A. Bullitt as manager of the Omaha office.

The Miami Grain & Hay Company has just been organized at Cincinnati, Ohio. The principals of the firm are C. S. Emerick and L. C. Neil.

Shaffer & Stream Company of Chicago, Ill., have opened branch offices in the Jefferson Building at Peoria, Ill., with A. C. McKinley in charge.

George Howard was recently elected director of the Los Angeles Grain Exchange, Los Angeles, Calif., to succeed J. E. Miller who resigned.

W. S. Hart, vice-president of the Flanley Grain Company of Sioux City, Iowa, has succeeded C. W. Adams as manager of the company's Omaha office.

R. S. Stephens, recent manager of the Minneapolis office of Ware & Leland of Chicago, has become associated with C. E. Lewis & Co. of Minneapolis.

The A. C. Davis Grain Company of Kansas City, Mo., received a car of consigned wheat recently from Nebraska which aggregated 2,175 bushels and sold for \$6,351.

J. J. Owens, until recently with the Twidale Wright Grain Company of Kansas City, Mo., is associated with the grain department of the Weber Flour Mills Corporation.

E. G. Pink of Pink & Co., of Cairo, Ill., left home January 12, for a two month visit in Florida. The greater part of the time will be spent on his orange grove at Orlando, Fla.

Samuel Phillips has purchased a membership in the Baltimore Chamber of Commerce and is representing Hallet & Carey Company of Minneapolis, Minn., on the Baltimore market.

The Red Book of statistics on grain provisions, etc., has just been issued in its regular annual form, by Howard, Bartels & Co., Chicago, publishers of the *Daily Trade Bulletin*.

Taylor & Bournique Company of Milwaukee, Wis., has extended its private wire service from the home office to offices at Des Moines, Mason City, Fort Dodge, and Sioux City, Iowa.

E. W. Wagner & Co., Chicago, Ill., received this month from Iowa a car of corn containing 120,070 pounds, valued at \$3,135. J. J. Fones is manager of the cash grain department of the company.

The Duluth Grain Commission Merchants Association elected the following directors at its recent annual meeting: H. J. La Bree, W. B. Joyce, W. W. Bleacher, W. C. Mitchell and T. F. McCarthy.

The grain business of Mayer, Holbrook & Co., at Chicago, was taken over in January by Mayfield & Co. of Chicago. Gaudy Mayfield, Herbert McNamee and Herbert J. Mayer, the latter in charge of the cash grain business, are men with long continuous service as members of the Chicago Board of Trade and fully acquainted with its ma-

chinery for giving the best returns in grain consignments, sales to arrive and future hedging orders. T. E. Bennett, formerly with Mayer Holbrook & Co., will serve as Illinois solicitor.

George C. Eldridge, a member of the Chicago Board of Trade since 1858, recently sold his membership and retired at 78 years of age. He bought the membership for \$10 and sold it at \$10,150.

The first annual meeting of the Hutchinson Grain Club of Hutchinsou, Kan., was held late in January and after transacting regular business elected the following officers: E. A. Mowery, president; J. E. Damon, vice-president; E. J. Whalen, secretary-treasurer. Executive Committee—R. O. Yates, A. G. McReynolds, A. L. Ayres.

William D. Gregory, president of Gregory-Jennison Company of Minneapolis, Minn., has made arrangements to sail with his family for the Continent and will make a tour of France and Belgium by automobile.

Herrin & Rhodes, of Seattle and Tacoma, Wash., have opened an office in the Railway Exchange Building, Portland, with R. P. Effinger as manager and will conduct a general business in grain, cotton, stocks and bonds.

The grain and hay firm of Bell-Mitchell Company has been incorporated at Boston, Mass., with a capital of \$25,000. Officers are: Abram R. Bell, president; Charles W. Mitchell, treasurer; Samuel S. Dennis, secretary.

The Southerland Flour Mills Company of Cairo, Ill., has placed its contract with L. A. Stinson of Chicago, for a concrete elevator for tempering, treating and storing wheat to be operated in connection with their mill at that point.

A. T. Ward, manager of the Fostoria Storage and Transfer Elevator Company of Fostoria, Ohio, and member also of the grain firm of Townsend-Ward Company, of Buffalo, N. Y., was a visitor at the Chicago Board of Trade early in February.

The Mondamin Grain Company of St. Paul, Minn., has been incorporated with capital of \$50,000 to carry on a general grain, produce and live stock business. Officers are: D. A. Gaumnitz, president; M. Gaumnitz, vice-president, and Carl Gaumnitz, secretary and treasurer.

The Brighton Elevator Company has been incorporated at Minneapolis, Minn., with M. E. Scroggins, president; L. M. Warden, secretary, and M. H. Woodward, treasurer. Mr. Scroggins also holds the office of president of the Scroggins Grain Company of Minneapolis.

The Bingham-Hewett Company of Louisville, Ky., which has been conducted many years as a partnership, has been incorporated with a capital stock of \$100,000 by Harry H. Bingham, L. A. Hewett, and E. P. Scherer. The company also has interests at Indianapolis and Cincinnati.

The Davis Hunt Grain Company of Kansas City, Mo., has been incorporated with a capital stock of \$40,000. The stockholders are: Benj. B. Hunt and Annie B. Hunt of Pleasant Hill, Mo.; Huell Halliburton, Kansas City, Mo.; George L. Davis of Merriam, Kan., and Ira O. Shellenberger of Utica, Kan.

Aderton Samuel, was recently elected president of the St. Louis Grain Club, of St. Louis, Mo., with John H. Watson vice-president and E. J. Gissler secretary. The following were elected to membership in the Executive Committee: Logan Baxter, L. Ray Carter, E. F. Catlin, Robt. C. Napier and L. J. Frederick.

At the annual meeting of the Grain and Hay Exchange of the Cleveland Chamber of Commerce held in January, H. W. Robinson of the Union Elevator Company was re-elected president; T. E. Watkins of Cleveland Grain Company, vice-president; F. W. Blazy of the Star Elevator Company, treasurer; and F. R. Sowers, secretary.

The Terminal Grain Corporation of Sioux City, Iowa, has just issued a booklet on the formation of their company giving lists of officers, directors, etc., and describing the new elevator completed last year. There are facts given also of Sioux City as a grain market and the conditions which lead to its building of this large house. The annual



meeting of this corporation was held late in January at which T. A. Black was re-elected president, J. F. Toy and G. C. Call re-elected vice-presidents, J. A. Magoun, treasurer and C. E. Farley, secretary.

Frank G. Crowell of the Hall Baker Grain Company of Kansas City, Mo., was recently elected president of the Grain Clearing Company of the Kansas City Board of Trade for 1920. E. O. Bragg was elected first vice-president; C. W. Lonsdale, second vice-president; Harold F. Spencer, secretary and treasurer, and G. G. Lee, manager.

We have received Vol. 1, No. 1 of *Bull and Bear*, published by the Los Angeles Grain Exchange of Los Angeles, Calif. The first number gives a short history of the Exchange with names and pictures of the officers, and various facts about Los Angeles as a grain market. The editor of the publication is Fletcher J. Swan who has produced a very bright newsy magazine.

Thistlewood & Co. of Cairo, Ill., will build a new concrete grain elevator to take the place of the wooden elevator, destroyed by fire, last year. The

proposed elevator will have an unloading capacity of 30 cars and a sacking capacity of 35,000 sacks daily, together with facilities for bulk shipment. The engineering and construction work will be done by L. A. Stinson of Chicago.

At the annual election on the Peoria Board of Trade, held in January, W. S. Miles of P. B. & C. C. Miles was chosen president; Geo. L. Bowman, first vice-president; G. C. McFadden, second vice-president; John R. Lofgren, secretary; W. C. White, treasurer. Directors elected were: L. Mueller, L. H. Murray, H. H. Dewey, J. M. Van Nuys, A. W. Harwood, F. L. Wood, W. H. Barnes, E. R. Murphy, J. C. Luke, G. A. Peterson.

The Corn Derivatives Company, recently incorporated at Omaha, Neb., has purchased the Metz Brothers' brewery plant and will convert it into a milling plant for the manufacture of corn sugar, glucose, corn oil and corn gluten feed. The following are among those interested in the new enterprise: W. T. Graham, W. E. Fashier, H. A. Tukey, and the Metz Bros. of Omaha; Paul W. Allen and J. P. Norton.

start. With the manufacturing facilities of the Strong-Scott firm elevator owners are assured of prompt service in the delivery of all scale orders.

### AN EDITORIAL UTTERANCE

The following paragraph in large type headed the editorial page of *The Country Gentleman* of February 7. Many dealers will be interested in what this old established farm paper has to say of the Non-partisan League:

#### BRIGHTNESS AND BLESSINGS

It cost the farmers of North Dakota \$16 per head to join the Nonpartisan League. A. C. Townley, grand sachem of the League, promised them brightness and blessings, the strangulation of "Big Biz" and taxation with 100 per cent farmer representation. Now Townley has delivered both representation and taxation, with the emphasis on taxation. Last year the farmers of North Dakota paid \$1,688,355 in taxes. This year they will pay \$4,540,826 in taxes—an increase of only 169 per cent. Minnesota is invited to follow North Dakota's lead and establish a Townley Soviet government. It will cost only \$16 a membership to listen to the big noise and then have your taxes jabbed up 169 per cent. "Big Biz" in its most rapacious days couldn't have contrived a gaudier gold brick to bounce on the skull of a gullible public.

### A SIMPLE DOCKAGE TEST

In many sections of the country the question of dockage has been the most difficult to handle effectively of any of the provisions of the Grain Standards Act. Many elevators have ignored the subject entirely and have tried to make up the certain dockage by stretching weights or by a price difference. But there is always a time of retribution, and when the grain gets to a terminal market it is docked for the foreign matter it contains and

## TRADE NOTES

The Barnett-McQueen Company, Ltd., of Fort William, Ont., has been awarded the contract for the erection of the Canadian Northern Railway Elevator "B" at Fort William.

V. E. Forest, one of the well-known grain elevator builders of the Northwest, has become associated with the Grain Dealers Supply Company of Minneapolis, Minn., as head of their engineering department.

The Hess Warming & Ventilating Company of Chicago, Ill., has the contract for a No. 6 Hess Drier for the new elevator of the Quaker Oats Company at Memphis, Tenn., and one of like capacity for the Murray Elevator built by the Burlington Railroad at Kansas City, Mo.

The January issue of *Graphite*, published by the Joseph Dixon Crucible Company of Jersey City, N. J., illustrates the grain elevator of Bartlett Frazier Company at Kankakee, Ill., which shows eight years of service from Dixon's Silica-Graphite Paint. The statement was also made in the article accompanying the picture of the elevator, that the same paint on other elevators owned by Bartlett Frazier houses had given 10 to 11 years' service.

Conditions for service among grain elevators were notably advanced when the grain elevator and mill mutual fire insurance companies, through the Mutual Fire Prevention Bureau of Oxford, Mich., approved the use of the National Renewable Fuses for grain elevators and flour mills. The Federal Electric Company, representing the Electric Federal Sign System, manufactures a complete line of renewable fuses, both 250 and 600 volts, up to and including 600 amperes. For complete information write the company at its Chicago office at Lake and Desplaines Streets.

The Monarch Engineering Company of Buffalo, N. Y., is equipping The Kellogg Elevator at Buffalo, operated by Spencer Kellogg & Sons as a car receiving house. This elevator was originally built as a lake house for transferring grain from boats to cars. The change has been made necessary by the grain firm's large purchases of flaxseed from Argentina arriving at Buffalo by rail from New York. The Monarch Engineering Company is also just starting an addition to the elevator of the Shredded Wheat Company at Niagara Falls, N. Y., giving a total capacity of 800,000 bushels of grain.

Cecil M. Barbeau, son of Malcolm Barbeau, treasurer of the S. Howes Company, of Silver Creek, N. Y., passed through Chicago in January on his way home from Denver, Colo., where he spent four

months in U. S. A. General Hospital No. 21. Mr. Barbeau served in Machine Gun Company, 108th Infantry, A. E. F., and was gassed on the British Front. He returned to the United States in April, 1919, and has been convalescing in different United



INSPECTION ROOM OF THE WINNIPEG GRAIN EXCHANGE

States hospitals. He is practically recovered and is now with his mother, Mrs. M. L. Barbeau, spending a few weeks at Albuquerque, New Mexico. He expects in a short time to be identified with the company's offices at Silver Creek.

The Jones-Hettelsater Construction Company has been organized at Kansas City, Mo., to prepare plans and specifications and to build grain elevators, flour mills, etc. E. N. Jones and A. R. Hettelsater, the founders of the new concern, have been associated with the grain elevator and mill building interests of the Southwest for the past 10 years. Offices are in Room 706 Mutual Building.

The Strong-Scott Manufacturing Company of Minneapolis, Minn., has taken over the Bird Shipping Scale from Chas. E. Bird and will manufacture and market it in the future. This scale was introduced to the attention of the grain elevator public about two years ago by the inventor, Mr. Bird, and enjoyed an unusual success from the

too often the shipper suffers in consequence because he did not make proper provision in buying his grain from the farmer.

One of the simplest machines on the market for this work is the Cowan Grain Dockage Tester made by the Cuthbert Company of Minneapolis and Winnipeg. The ease with which it operates, its silence, and its accuracy, together with the simplicity of its mechanism, has made the Cowan Tester a part of the regular equipment of many of the official inspection departments in the United States and Canada. The inspection department of the Winnipeg Grain Exchange has a full complement of these testers and the officials in charge have been very cordial in their endorsement of the machines.

They come in two sizes, and the small size is cheap enough to recommend itself to any elevator which makes a practice of testing for dockage. Where farmers of a community have to be educated



up to the dockage system, the rapidity of the machine and its convincing separation of all the elements of a grain sample, in several cases has been instrumental in effecting a perfect agreement of farmers with the practice.

### THE GRONNA BILL

Senator Gronna last week introduced a bill to end the wheat guarantee and abolish the Grain Corporation. The grain trade has expressed itself in no uncertain terms in regard to the bill, which has been favorably reported out of the Agricultural Committee. Below are the views of Julius H. Barnes and of Leslie F. Gates, president of the Chicago Board of Trade. Mr. Barnes wrote to Senator Gronna as follows:

My dear Senator: I notice that the Senate Agricultural Committee, of which you are chairman, has favorably reported to the Senate your own Bill 3844, providing for the termination of the Wheat Guarantee Act of March 4, 1919.

Of course, this bill terminates the effective price guarantee to the wheat producer for the crop of 1919. You personally realize that this would be the result, because in the Senate on February 2 you expressed your own opinion that, even without the guarantee, wheat would not decline.

Have you such confidence in your own judgment of future prices that you propose to take from the wheat producer the protection of the billion-dollar guarantee pledged now to June 1?

Two hundred million bushels of wheat still remain on the farms, and 200,000,000 bushels additional in the channels between farm and consumer, all of it relying on the pledged faith of this Government that, if necessary, the National Treasury stands behind its purchase at the guarantee level. That security your bill proposes to terminate, and that termination will cause apprehension with every farmer, with every dealer, with every miller, with every flour handler, with every baker, and with every banker. The withdrawal of that underlying security will destroy the trade methods which have furnished a ready daily market to the producer at a farm price for wheat 200 per cent higher than the pre-war level, yet protected the consumer by a bread advance of only 75 per cent. Suspended buying, wide fluctuations, increased trade margins reflecting increased trade hazards, will then effect the producers' farm price and unfavorably affect the consumers' bread price. Within the past week, the price of wheat in Minneapolis has fallen 50 to 60 cents per bushel, and on the very day your bill is introduced, some kinds of wheat are down to only a few cents above the guarantee price.

Pass this bill, withdrawing the underlying support which the knowledge that that Government buying is potentially present, and you may precipitate a further decline, below the guarantee price.

Only the most colossal egotism, my dear Senator, would presume to forecast the course of prices in the face of world-wide unsettlement, that within the past few days has wrecked the United States export trade by the total collapse of overseas finance.

Are you so sure of the stability of values in the midst of world wreck, that you would rest the National honor on your opinion of market probabilities?

I warn you, and Congress, that in the four months yet to go under that guarantee, there yet lies the possibility of such a depreciation of value, following the withdrawal of that Government guarantee, that 6,000,000 wheat farmers will ask you by what right you repudiate the pledged National guarantee, on the underlying foundation of which the influence of supply and demand had built an average premium of 30 cents per bushel.

At least you shall not then plead that you did it in ignorance, and without warning of its possible results.

I shall be glad to retire from the burdens of this office, assumed at the express request of the President, but not until the National pledge has been fully redeemed, without dishonor.

I have still confidence that the National Congress, which last February pledged \$1,000,000,000 to make good the National pledge will not hesitate to condemn this present attempt at repudiation of that pledge.

#### STATEMENT OF L. F. GATES

Those who advocate immediate dissolution of the United States Grain Corporation and the repeal of the Wheat Guarantee Act passed about a year ago overlook some important factors in the situation, the most important of which is the national obligation to the producer which the Wheat Guarantee Act was intended to fully protect.

A year ago every element of the grain trade urged upon Congress to necessity of carrying out that obligation in good faith, and the Wheat Guarantee Act was the result, and indicated a united belief in the obligation to the farmer and the necessity for making it good. Now they propose that farmers, who still hold 20 per cent of their 1919 production, shall be

left without any such protection, under the assumption, but without the guarantee, that an open market would bring the farmer still higher prices.

These advocates of repeal also overlook the fact that an open market is dependent for its reasonable existence on authentic information in regard to market conditions the world over. No such reliable information is now available either to the trade or to the public, because in the wheat business of the country for two and a half years the Government agency has been the dominant factor and the private incentive for gathering such information has been wholly lacking.

Even with full co-operation of all departments of the Government it will take several months to accumulate and disseminate such authentic information as might reasonably form the basis for open trading in wheat. Any attempt to establish an open market without such information would be likely to lead to the wildest range of prices and to general dissatisfaction.

The marketing machinery, which has been idle for two and a half years, is a very delicate piece of machinery and cannot be put into active operation under full head of steam without previous preparation, except with dire results. To set it in motion for effective use in determining the fair world value for wheat will require all the time the Wheat Guarantee Act provides.

### OFFICIAL TESTS FOR GRAIN SCALES

BY I. L. MILLER\*

The dealer in grain or any other commodity in which weighing or measuring is used extensively, cannot afford to continue his business a single day unless he knows positively that his weighing and measuring devices are accurate. Your automobile will not give 24 hours' continual service without proper attention to oiling, adjusting of parts, etc. Your watch is cleaned once in two or three years, not because it refuses to run, but because that is the proper thing to do to keep it running. The machinery in your plants is properly cared for that you may continue to receive satisfactory service. How many of you systematically care for, and test your scales? A few days ago we heard of a pair of scales which had been in use for 40 years, and so far as we know, had never been tested. I do not believe that scale owners as a class are dishonest, but I fear many are almost criminally negligent. Our chief inspector tested a coal scale a few weeks ago and found it weighing several pounds long on the ton. The owner calculated, from his volume of business of the previous year, that he had lost \$2,000. The owner of a newly purchased flour mill called an inspector to test his scales. Tests showed the scales to be weighing

\*An address delivered before the Indiana Grain Dealers Association on January 15 by the Indiana State Commissioner of Weights and Measures.

### THE NEW SECRETARY OF AGRICULTURE



EDWIN T. MEREDITH, OF DES MOINES, IOWA  
Photo Copyrighted by Press Illustrating Service

enough against the miller to cost him practically all his profit. The inaccuracy of your scale may easily represent the difference between a bare existence and a legitimate profit. Do you know your scale?

Tests on about 1,000 wagon and truck scales last year showed an average of one out of four inaccurate. Of 21 wagon scales tested in one of our small county seats, 12 were condemned as unfit for weighing until proper adjustments were made. There is no reason to believe that the showing would be any better among those scales of the state which have not been tested. After all, scales are only delicate, mechanical contrivances, and are subject to the same ills as all other machines of like delicacy. Why then their neglect?

If it were possible to have all scales of the state tested once each year, hundreds of thousands of dollars would be saved to seller and purchaser, and many bitter and costly disputes could be avoided. The sealer is often called as referee. Such an instance recently occurred when a farmer claimed pay for 40 bushels of wheat from his local elevator operator in excess of what the elevator scale showed. An inspector of the State Department found the elevator scale correct, but the farmer's scale was weighing about one pound long on each 100. In another case a disagreement arose between shipper and buyer over a carload of corn, the buyer claiming a shortage of 200 bushels. Through the services of an inspector the difference was adjusted and an amicable settlement made. I wonder if you have ever considered how many bushels of grain have gone to your competitor or to the next town because of the wide spread impression that your scale was not correct and that you were no better than a swindler. Impressions of this sort often arise through comparison with some other scale that has no more claim to accuracy than your own, but only careful tests can establish the truth.

The Department of Weights and Measures considers no man dishonest because he happens to be the possessor of an inaccurate scale, nor does it seek to destroy the scale because it is inaccurate. The scale is a part of the owners working capital and no one has the right to destroy such capital until all reasonable means have been taken to remedy the defect. The efficient inspector is familiar with the mechanism of scales and knows where to find the common scale troubles. He makes minor adjustments without charge and returns the scale to service. In case of more serious defects, he condemns the scale for repairs; it cannot again be used until such repairs are made by the owner or manufacturer. Only when the scale is irreparable, is the scale permanently condemned.

The work of the Department is coming to be more and more appreciated. More calls for inspection were received last year than in any previous year. If such calls continue to increase within another year we cannot care for them unless a larger number of local departments are established.

With the co-operation of the grain trade and other interested associations, inaccurate scales and measuring devices will practically become things of the past; the temptation on the part of some to resort to unfair competition through short weight and measure will largely disappear; the buyer and seller will both be protected and a better spirit engendered between the dealer and the layman.

THE Missouri Pacific Railway has been ordered by the Court at St. Louis, Mo., to pay the Farmers Grain & Elevator Company, of Sweet Springs, Mo., \$40,000 to cover loss of burned elevator alleged to have been set on fire by a spark from a locomotive of the railroad.

THE bears had the grain market during the past week with the worst slump for some time past on the last day of the week reported at the principal primaries. All varieties of grain participated in the break, but perhaps the decline in corn was the most important. This in spite of the fact that receipts of corn were generally far less than anticipated with the augmented car supply.



# ASSOCIATIONS

## INDIANA GRAIN DEALERS MEET

The annual meeting of the Indiana Grain Dealers Association was held in Indianapolis on January 15. It proved to be one of the best attended and most interesting in the organization's history.

After the invocation by H. H. Dean, President Bennett Taylor briefly reviewed the past two years, chiefly as related to Government control. He concluded this subject as follows:

While some of us may have thought it unnecessary for the Government to place us under such restrictions, I believe we can all see that we can now derive some benefit from such experience. It has taught us to be more systematic in all branches of our business and especially so in our accounting department. It has taught us to take into account the actual cost of handling grain. It has convinced us it is well for us to work in close harmony with our Government.

### SECRETARY RILEY'S REPORT

Secretary Charles B. Riley read his report, in part as follows:

The Association has closed another year of activities with a feeling of general satisfaction. We have increased our membership and our surplus revenues, as per the statements we will hereafter refer to. During the first half of the year, many of our members were forced out of business or induced to sell their plants to the farmers who have apparently been made to believe the grain business was a veritable bonanza. Doubtless some have done well by selling out, while in a number of cases others were deprived of that opportunity and have suffered by the construction of new plants to divide the business with them when there was scarcely enough grain to handle to justify the operation of one concern. This is to be regretted for the man or business concern that has an investment in a plant and business for the convenience and service of the community is a real benefactor and should not be driven into bankruptcy or out of business so long as he performs a real service as most all grain dealers do.

Much agitation in certain localities by a few farmers has, to some extent disturbed business and so far as we can learn not greatly benefitted the agitators. Some of the officers of the Indiana Farmers Federation have been especially active and belligerent, using much newspaper space in the promotion of their propaganda of indiscriminate condemnation of the grain dealers, many of whom have been long established, serving their respective communities in a legitimate, efficient and economical manner on the basis of narrow margins that permit profits only by reason of the intelligent and efficient business methods pursued.

The Association has been represented at some of the important conferences of the trade at Washington, New York and elsewhere and assisted in the work of securing the contract with the Grain Corporation which has to some extent been a protection to the dealers against unjust and wholly unwarranted attacks by unfriendly interests.

Mr. Barnes has stated, more than once, that the grain dealers who purchased direct from the producers have so conducted their business and treated the producers so liberally that out of over 4,000,000 wagon loads of wheat received by country grain dealers and millers from the producers, less than 300 complaints as to prices or grade had been made as contemplated in the contract and regulations. We think this is a wonderful showing and highly complimentary and when you learn that only two of those complaints were made by Indiana farmers, we think the conduct of our members and their standing before the bar of public opinion justifies compliments rather than criticism such as has been indulged in by one set of fellows whose conception of personal interests seemed to furnish inspiration for a campaign of denunciation, or in other words, instead of a constructive policy and program by them for the upbuilding of their organization a negative and denunciatory campaign has been indulged in; but why complain, for with all the eloquence and columns of newspaper space consumed to prejudice one class against another, only two regular complaints were actually made, as provided for in the Wheat Director's contract and one of these was finally decided, after much investigation by the authorities, in favor of the honesty and fair dealing of the grain man who had been prejudged and advertised as a profiteer, the charge against him having been inspired by a hireling and custodian of the revenues of the organization, that prompted this complaint. The other case was settled as a matter of business policy and not because of its merits.

### Transportation

All grain dealers are familiar with the situation with references to transportation and are anxiously awaiting the release of the railroads from the Government operation. We feel confident the ultimate

result of this movement will be beneficial and that the theory of Government operation of public utilities as a complete remedy for many ills has received a body blow and many years will pass before the question can gather momentum sufficient to render it an important matter for further consideration. We are prone to believe that relief from the present situation will be tardy in its arrival and a long period of readjustment and reorganization is ahead with the necessity for some legislation that will enable carriers to build up their equipment and facilities and otherwise enable them to perform the service contemplated and so badly needed.

The average grain dealer favors the operation of the railroads by their owners; however, they feel that they should be more sensitive to the wants and demands of the shipping public in the matter of service and less technical in their consideration of claims. In many instances claim agents are turning down valid claims and cite Rule 8 (a) of General Order No. 57 A as their authority. We will



H. W. REIMANN OF SHELBYVILLE  
President Indiana Grain Dealers Association

not now go into this fully for the Transportation Committee of the National Association is working hard on the subject. However, the claimant knows or should know that his legal rights are not forfeited by the acts of claim agents or in fact by any administrative rule or regulation, hence we urge the filing of suits when the shipper knows he has been improperly treated. The rules in question being administrative are not intended to in the least deprive claimants of their legal rights. We have had enough experience with litigation, however, to be slow in recommending it for redressing all kinds of wrongs, but we do recommend it in the matter of valid and meritorious claims declined on technical grounds. We call your attention to "Who is Who," January 5, 1920 issue, Pages 26, 27 and 28 for complete copies and digest of the two bills referred to, viz., Esch and Cummins.

The Interstate Commerce Commission has decided against the railroads and orders them to stop the practice of declining meritorious claims after the lapse of two years and one day. This decision results from the complaint of the National Industrial Traffic League in which practically all the carriers of the United States are made parties. This case was predicated on a clause in the bill of lading and some carriers refused payments even when the claims were meritorious and the real cause of the delay in bringing suit was the carriers themselves failing to consider, reject and return the claims before the expiration of the two years in question. The Commission says, in its decision, that "where a shipper has complied with the requirements of the bill of lading with respect to filing his claim, it is the opinion he is entitled to a reasonable period after the claim has been declined within which to institute suit if he so desires. \* \* \*

Mr. Riley reported a membership of 398, of which 310 are shippers and 88 receivers.

Treasurer Bert Boyd read his report which

showed the finances of the Association in a very strong condition with a cash balance of \$2,084.97, and with the Liberty Bonds and dues payable making a total balance of \$5,049.87.

President Taylor then appointed the following committees: Resolutions: H. A. Lauson, W. C. Halsted, H. C. Scearce, W. C. Hayward and H. H. Martin.

Auditing: Fred Heinmiller, P. M. Gale, and W. R. Evans.

Nominations: P. E. Goodrich, F. A. Witt, Charles Ashpaugh, G. P. Shoemaker, and Walter Schauble.

H. W. Reimann of Shelbyville gave a splendid address on "Business and Association Ethics and Ideals." He spoke on the relation of capital and labor and of business and the public, and stated that the test of each one was service. Right thinking, he said, is the only cure for social or economic unrest.

Hence Orme, a farmer of Glens Valley, gave an inspiring talk on "The Farmer." He lauded the spirit of Rotary which he said should guide all men in their relations with others.

### AFTERNOON SESSION

The afternoon session opened with an address by Charles S. Clark of Chicago on the history of Association activities.

A stenographer for the Senate committee appointed to investigate the Federal Trade Committee was present, and listened to the opinion grain dealers hold of the Commission. Messrs. P. E. Goodrich, Doran, Elmer Hutchinson, MacDonald, Foresman and others spoke, and if there was a kind word for the Commission we failed to hear it.

A vote on the League of Nations was taken and resulted as follows: Ratification of League without reservation, 50; Rejection of Treaty and League covenant entirely, 7; Rejection of League separate from Treaty, 21; Ratification of League with Lodge's reservation, 65; Ratification on some other compromise basis, 40.

I. L. Miller, state commissioner of weights and measures, gave an interesting talk on co-operation between the grain trade and state officials. This address will be found on another page.

The railroad situation came up for a prolonged and heated discussion, led by Milton Crow, Mr. Seeger, Mr. Foresman, Mr. Doran and Earl Crawford. The latter offered a resolution, which was adopted, endorsing the anti-strike clause of the Cummins Bill.

### RESOLUTIONS

The report of the Resolutions Committee was adopted as follows:

#### The Railroads

Whereas, the future of the railroads of this country is of great importance to the business interests thereof; be it

Resolved: (1) That we are in favor of the passage of legislation which will provide for the return of the railroads to their owners at the earliest possible moment and permit operation by them with a few restrictions in their management as is consistent with the public interest. (2) The public being wholly dependent upon the daily, uninterrupted, continuous operation of our common carriers, we are in favor of the enactment of legislation that will effectually prevent a catastrophe that would call a general railroad strike, and which will at the same time fully recognize the rights of the laborer and all parties in interest.

#### Co-operation with County Agents

Resolved, That this Association go on record as favoring anything in the way of co-operation with the county agents and other agricultural interests toward a better understanding and favoring everything that will tend toward better farming; also that the members co-operate with county agents and agricultural interests to encourage in every way Boys' Corn and Boys' Pig Clubs and such agencies that will help the producer of the future.

#### Bureau of Crop Estimates

Whereas, The work of the Bureau of Crop Estimates of the Agricultural Department is of the highest importance to the farmers, grain dealers and business interest of the country, by giving advance information of crop conditions and yields and because the accuracy of the reports put out from month to month by the Bureau affect both prices and production of farm products of all kinds; and

Whereas, The appropriations by Congress in the past few years have been inadequate to the growing scope of the Bureau's reports and have adversely affected mainly the broad publication of its findings; be it

Resolved, That it is the sense of this Association that Congress should increase the appropriation allotted to the Bureau of Crop Estimates in the Agricultural Appropriation bill in order that the state and special field agents should have greater opportunities for examination in person of the territory under the jurisdiction and that the Bureau should be provided with larger funds to increase the circulation of their reports among farmers and business men, whereas the Bureau at this time is giving notice to the public that its circulation of market crop reports containing its reports must be seriously curtailed for want of greater funds.

#### Federal Trade Commission

Resolved, By the Indiana Grain Dealers Association, that we approve of the investigation of the Federal Trade Commission now being conducted by a sub-committee of the U. S. Senate with a view of making a report upon the value of the Commission as a Governmental agency.

#### Thanks

Resolved, That the thanks of this Association be extended to all the speakers for the great value and interest in our program, and we especially commend for careful thought and consideration the excellent addresses of H. W. Reimann and Hence Orme, who in a spirit of broadness and fairmindedness pointed the



way for a more harmonious and co-operative relationship between the various branches of business, the farmer and labor.

Resolved, That the thanks of the Association be tendered the president, secretary, officers and Board of Managers for the excellent reports of the work accomplished during the year past and the prosperous condition of our organization.

Resolved, That we express our thanks to the Indianapolis Board of Trade, Indianapolis grain dealers and millers for the generous entertainment and courtesies extended.

L. W. Forbell of New York, spoke briefly on the export situation.

## NEW OFFICERS

The report of the Nominations Committee was adopted as follows: H. W. Reimann of Shelbyville, president; John H. Morrow of Wabash, vice-president; Bennett Taylor and F. L. Wasmuth, directors.

Mr. Beer of Baltimore, spoke at some length on the tax on export grain, stating that the railroads have started to collect a tax on every shipment made since July 1. A ruling has been made that if grain stops in transit between point of origin and destination, even for elevation, or does not show destination on the bill of lading, a tax will be assessed.

A great deal of discussion followed and a spirit was manifested to fight the ruling to a finish, but a rather inert resolution backing the position of the National Association Committee in conference, was adopted, ending the discussion and the meeting.

## THE BANQUET

A banquet at the Claypool Hotel that night proved to be one of the most enjoyable ever held by the Association. The principal addresses were made by Brigadier General F. C. Marshall and by Judge Raymond S. Springer. General Marshall's talk was most interesting and instructive. It consisted largely of refuting charges made against the Army in the conduct of the war.

## ILLINOIS MEETING ANNOUNCED

The Illinois Grain Dealers Association will hold its annual convention at the Orlando Hotel in Decatur on May 11-12.

The central location of Decatur insures a large attendance of shippers and there is little doubt that the importance of the meeting, on the eve of relinquishment of Government control of the grain trade, will test the capacity of Decatur Hotels. The program will be announced at a later date.

## NEW YORK MEETING

The New York Hay and Grain Dealers Association will be held at the Onondaga Hotel, Syracuse on February 20, beginning at 10:00 a. m.

After the routine business is disposed of, including a full discussion of many important matters now before the trade, a report will be made on the work that has been done by the Horse Publicity Association of which F. M. Williams is president, holding similar office in the New York organization.

## NATIONAL ASSOCIATION TO MINNEAPOLIS

Secretary Charles Quinn of the Grain Dealers National Association, on January 21, made the following announcement of the next annual meeting:

"I take pleasure in informing you that the next annual convention of the Grain Dealers National Association will be held in Minneapolis, Minn.

"The Chamber of Commerce of that city, through President William Dalrymple, has extended an invitation to the Association to meet in the Flour City in 1920. This invitation has been formally accepted by the directors of the Association.

"The dates for the meeting have not as yet been selected but the convention will likely be held in late September or early in October as usual. I shall be pleased to advise you of the dates and the convention headquarters as soon as these have been definitely decided."

## CONVENTION CALENDAR

February 16-18.—Minnesota Farmers Grain Dealers Association, at Minneapolis.

February 20.—New York Hay and Grain Dealers Association at Onondaga Hotel, Syracuse, N. Y.

February 24-25.—Farmers Grain Dealers Association of Ohio, at Toledo.

May 11-12.—Illinois Grain Dealers Association at the Orlando Hotel, Decatur.

May 18-19.—Oklahoma Grain Dealers Association, Oklahoma City, Okla.

May 26, 27, 28.—Kansas Grain Dealers Association, Wichita, Kan.

June 21.—Wholesale Grass Seed Dealers Association, at Milwaukee.

June 22-24.—American Seed Trade Association, Milwaukee.

July.—Michigan Hay & Grain Association, Battle Creek, Mich.

October.—Grain Dealers National Association at Minneapolis, Minn.

## NEW GRAIN RATES FROM NORTH-WEST

By J. S. BROWN

The decision of the Interstate Commerce Commission in the case of Ex Parte 70, "Rates on Grain and Grain Products from Northwestern Points," is of great interest to all members of the Chicago Board of Trade, in that it was favorable to the main contentions of the Chicago market in the three-cornered controversy between Minneapolis, Duluth and the Chicago-Milwaukee markets.

The decision of the Commission in this case was rendered by them at the request of the Director General of Railroads, in accordance with provisions of Section 8 of the Federal Control Act, which, in short, provides that the Director General may apply to the Commission from time to time for advice and assistance in promulgating rate changes.

General Order 28 increased the proportional rates from Minneapolis to Milwaukee-Chicago on both coarse grain and wheat to 12.5 cents per 100 pounds.

The 25 per cent advance applied both on the inbound and outbound rates to and from Minneapolis and thereupon Minneapolis complained to the Railroad Administration of the injurious effect of these various advances. The Railroad Administration subsequently granted temporary relief to Minneapolis in very liberal transit arrangements on both direct and out-of-line hauls. This arrangement, however, was merely temporary, and the Director General of Railroads sought to adopt some comprehensive plan whereby the advanced rates from all of the Northwest territory into the various primary markets and to the East would be fair to all markets. With this end in view, the Western Freight Traffic Committee were instructed to investigate the conditions and report its conclusions.

This Committee thereupon began its investigation and invited the representatives of the various markets to attend a hearing at Chicago in order that they might explain the effect upon their markets of the proposed advances and point out their various grievances. Thereafter this Committee made its report to the Director General of Railroads, who in turn submitted a tentative plan to the Interstate Commerce Commission, asking its advice as to whether it would be proper to carry out the proposed plan. The Interstate Commerce Commission before giving its advice held a full hearing, at which the interested parties again had an opportunity to be heard, and the decision of the Commission was based upon the record in that proceeding.

The report of the Interstate Commerce Commission was not materially different from the tentative report of the Railroad Administration. The position of the Chicago Board of Trade was also in substantial accord with that of the Railroad Administration. The markets of Minneapolis and Duluth were against the adoption of the report and Sioux City supported the Minneapolis interests. There were numerous other interventions, notably the Southwestern millers, the interior Minnesota millers and the Board of Railroad Commissioners of the State of South Dakota.

The decision of the Commission provided, among other things, for the establishment of proportional rates applicable on coarse grain, wheat and grain products from Minneapolis to Chicago and Milwaukee, 11 cents; Duluth, 5.5 cents, and St. Louis, 16.5 cents per 100 pounds. It also expressly disapproved of the present overhead rates on flour and other grain products from Minneapolis to points east of the Illinois-Indiana state line, holding that "There is no justification for the present rate on grain products from Minneapolis to New York 2.5 cents or other amount lower than the contemporaneous rate on grain from and to the same points."

The decision means that the rates on grain and grain products from Minneapolis to the East will hereafter be made on the Chicago combination. The report of the Commission takes away from Minneapolis the out-of-line transit which it has enjoyed to Chicago, Milwaukee, Peoria and beyond,

and approves the principle of having one proportional rate applicable on all business from Minneapolis rather than to allow Minneapolis varying outbound balances. These are the two high points in the case.

Duluth and Minneapolis at the hearing supported the contention of Sioux City that there should be the same proportional rate from Sioux City to Duluth as from Sioux City to Chicago, namely, 15 cents per 100 pounds. Request was also made on behalf of Duluth and Minneapolis that a 15-cent proportional rate be established from Omaha to Duluth. These proposals were resisted by Chicago and Milwaukee, but the Interstate Commerce Commission in its decision recommends proportional rates from Sioux City and Omaha to Duluth no higher than in effect from Sioux City and Omaha to Chicago. In our opinion, this will require a downward readjustment in the rates to Chicago and Milwaukee from northwestern Iowa, southeastern South Dakota and northeastern Nebraska, because to Chicago and Milwaukee today they are higher in some instances than the Sioux City combination.

This decision is of great importance to Chicago. It will prevent Minneapolis hereafter from drawing grain from southern Minnesota and southern South Dakota, and reshipping it or reconsigning it to Milwaukee and Chicago, at the same rates as in effect to Milwaukee and Chicago direct.

The Commission's decision is a substantial victory for not only the Railroad Administration, but for the markets of Chicago and Milwaukee as well, and takes away from Minneapolis the rate advantages it had long enjoyed, but to which it was not entitled. The changes in the rates to Chicago from Minnesota and South Dakota will be announced to the trade by bulletin or otherwise as soon as they have been checked out by the railroads.

## BRITISH GUARANTY FOR CEREALS MAY CONTINUE

On July 15, 1919, the British Government appointed a commission to investigate the continuation of the guaranteed prices for wheat, barley, and oats. This commission has recently submitted its report. A majority of 12 members recommended the continuance of guaranteed prices while the minority of 11 recommended that they be discontinued. In the majority's opinion the minimum price should be determined from year to year by calculation of the cost of production obtained from local Agricultural Costings Committees, and that all payments should be dependent upon the production of a certificate of the Board of Agriculture that the land is well cultivated and that either one-eighth of the holding or one-fourth of the arable land, whichever is greater, is under cereal crops. For the grain crop of 1920, or subsequent years, the guaranty should be calculated from year to year upon a sliding scale based on the average bare cost of cereal production in the preceding year, rent being disregarded. As a basis the following figures were submitted as being somewhat below the average cost of production in 1918-19: Wheat 68s. (\$16.53) per quarter of 504 pounds (\$2.06 per bushel); barley 59s. (\$14.34) per quarter of 448 pounds (\$1.79 per bushel); oats 46s. (\$11.18) per quarter of 336 pounds (\$1.39 per bushel).

The committee suggests that in carrying out the above recommendations the United Kingdom will be less dependent upon foreign supplies of food, the number of persons employed in agriculture will be increased, and the financial position of the countries will be improved by reducing the amount of money expended for imported food-stuffs.

R. B. SANGSTER, of Brooks, Alta., agent of the Duke of Sutherland, has received word that he had won the prize of \$500, given by the *Grain Growers' Guide*, for the best acre of wheat in Western Canada. The yield on the acre was over 67 bushels. Brooks district leads all of Western Canada by over five bushels of wheat. The prize-winning wheat was grown on irrigated land.



## NEWS LETTERS

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE Cunningham-Graham Grain Company, which was incorporated recently by W. R. Cunningham and B. S. Graham, has been disorganized. Both retain their membership in the Board of Trade, for which they paid \$15,000 each. Miss Irene Canterbury, who was to be secretary and treasurer of the new firm, has returned to the B. S. Hargis Grain Company. Cunningham and Graham expect to stay on the Kansas City market, though they have not announced their plans yet.

\* \* \*

The Kansas City Grain Club at a recent dinner elected the following officers for the year 1920: Fred C. Hoose, president; James N. Russell, vice-president; Harry C. Gamage, secretary and treasurer. All members of the Kansas City Board of Trade were invited to the dinner in order to participate in a discussion of the proposed purchase of the Board of Trade Building.

\* \* \*

R. D. Sangster, transportation commissioner of the Chamber of Commerce for nearly six years, has accepted the position of industrial commissioner of the St. Louis Chamber of Commerce. He will take up his new duties as soon as a successor can be in Kansas City. Mr. Sangster has been closely allied with the grain trade through his attention given to grain rates.

\* \* \*

Charles W. Lonsdale has been elected president of the Simonds-Shields-Lonsdale Grain Company, succeeding Edwin W. Shields, who died recently. Mr. Lonsdale formerly was vice-president and general manager. Fred C. Vincent, newly elected president of the Board of Trade, advanced to the position of vice-president of the firm and E. R. Morrison was made secretary and treasurer.

\* \* \*

Kansas City firms, which up to the middle of January had sold nearly 2,000,000 bushels of red wheat to exporters at the Gulf, chiefly French buyers, report that since then there has been little inquiry. Buying was checked principally by the sensational declines in foreign exchange rates. A few houses with offices in New York have been selling moderate amounts of rye and barley. Payment generally has been made in domestic currency without reference to the prevailing rates of exchange. In one case a small lot of wheat was sold to the French and drafts on the buyer were taken, which later were sold at a small profit.

\* \* \*

A majority of country elevator operators in the Kansas City zone are willing to relinquish claims for storage charges, according to letters received by D. F. Piazsek. If wheat drops to the guaranteed level and the severe break the first week in February indicates that it might, the storage charges may be allowed. In the original contract between the United States Grain Corporation and country elevators, it was provided that the latter could collect seven-twentieths of a cent a bushel a week on wheat held back in the country by the car shortage. Wheat, however, has been selling so far above the guaranteed level all year the Government took steps to cancel the clause and country elevator operators generally were willing to waive their claims.

\* \* \*

E. D. Bigelow has been reappointed secretary of the Kansas City Board of Trade for the twenty-third year. He is in his eighty-second year, but is at his desk every day. The following also have been reappointed by the directors: W. H. Frazell, assistant secretary; H. F. Hall, treasurer; Charles H. Werner, provisions inspector; James Russell, chief sampler; A. W. Estabrook, flour sampler.

\* \* \*

The announcement, made several weeks ago by the Grain Corporation, that it would speed up the movement of wheat recently sold to mills by arbitrarily taking a large per cent of the cars available at the terminal markets where such wheat was stored, has had one effect desired by the Government in so far as it has been a factor in lowering prices, but it has not simplified transportation problems. At Kansas City about 50 per cent of the cars are taken by the Government and elevators have been co-operating with the Grain Corporation in loading out the wheat as fast as possible. The supply of cars, however,

has been limited and elevators have had increasing difficulties in handling their own business. At one time nearly all had posted bulletins that business was accepted subject to indefinite delay. No sign of relief was in sight the first week in February.

The Grain Corporation's efforts to rush the delivery of wheat was for the purpose of relieving mills from the necessity of competing for supplies in the open market and to check the advancing tendency in prices. There have not been enough cars available to accomplish this, but there has been a decline in prices, due to the difficulty of moving wheat or flour in any direction. During the first week in February there was practically no demand for wheat and prices showed as much as 50 cents decline. In many cases mills bought wheat on track, which they did not need particularly, mainly for the purpose of getting their hands on cars. A Northwestern concern owning over 500,000 bushels of wheat in Kansas City elevators bought 15 to 20 cars a day on the market because elevators did not have cars with which to deliver the grain in store.

\* \* \*

Members of the Board of Trade have finally decided, after years of discussion, that they do not want to purchase the six-story building they now occupy. A committee appointed to consider the financial advisability of such an investment reported unfavorably. The price at which it could have been secured, it is understood, was \$225,000. The building is in the north part of town and the trend of building for several years has been steadily toward the south, which probably influenced most members of the Exchange against the proposed purchase. The Board of Trade has resources of nearly \$500,000. The present building is too small to house the rapidly growing grain trade and it is probable that steps will soon be taken toward the leasing or the erection of a new building, though nothing definite has been done along this line yet. The Exchange's lease on the property runs over four years.

\* \* \*

Charles P. Cummings of Goffe & Carkener is an applicant for membership in the Kansas City Board of Trade. The application was originally posted in the name of G. C. Martin, Jr., of St. Louis. F. W. Crosby of Washburn-Crosby Company, Minneapolis, is an applicant on transfer from John Washburn, deceased.

\* \* \*

Vietor Simonds, at one time with the Simonds-Shields Grain Company and the Lonsdale Grain Company, died recently of pneumonia at his home in Garden City, Kan.

\* \* \*

A car of wheat from Beatrice, Neb., received recently by the A. C. Davis Grain Company, contained 2,175 bushels and sold for \$6,351, which probably is the largest amount a single car of grain ever brought at this market. On the same day the Wilser Grain Company received a car from Rexford, Kan., which contained 2,150 bushels and brought \$5,583.

\* \* \*

Jacob Reiss, Jr., who owns 3,000 acres of wheat land near Coldwater, Kan., said at the Board of Trade recently that wheat in that vicinity was late, but apparently had not been damaged by the dry weather last fall. Farmers near Coldwater, he said, generally have about 40 per cent of their wheat to market.

\* \* \*

The following have been elected officers of the Kansas City Grain Clearing Company for 1920: F. G. Crowell, president; E. O. Bragg, first vice-president; C. W. Lonsdale, second vice-president; H. F. Spencer, secretary and treasurer; George G. Lee, manager.

\* \* \*

Total deliveries on January contracts at Kansas City were small, only 14,000 bushels of corn.

\* \* \*

The 1,000,000-bushel addition to the Norris Elevator was completed the first of the month and the first car of grain was unloaded February 2. The addition doubled the capacity of the plant. Labor troubles delayed the opening several months. Fred C. Hoose is the manager of the Kansas City branch of the Norris Grain Company.

\* \* \*

Southwestern grain shippers who have been exporting via Gulf ports at rates as low or lower than via Eastern ports had their advantage lessened by a recent decision of the United States Shipping Board. The Board lowered the rates from Eastern ports, but did not change those from Gulf ports. Moving grain from Kansas City, St. Louis and other Southwestern markets to Europe via New York is now about 25 cents a hundred pounds lower than by way of the Gulf. C. W. Lonsdale, chairman of the Board of Trade Transportation Committee, said the change was made partly to speed up the movement of freight

from the Atlantic Seaboard. Gulf shippers eventually will suffer, but probably not seriously, as in many cases the freight to Gulf ports is so much less than rates to the East that the decline in ocean rates is offset.

\* \* \*

Wheat receipts at Kansas City last month were the largest ever reported in January, 4,991 cars, equal to about 6,795,000 bushels. Arrivals the preceding month were 7,750,000 bushels and a year ago 1,664,550 bushels. The 10-year average is 2,851,000 bushels. Corn and oats receipts in January were both well under the average.

## CINCINNATI

CLYDE LEVI - CORRESPONDENT

THE market was steady and the demand active for good milling wheat throughout the month.

Low grades and smutty offerings sold slowly and only at concessions until near the close, when the generosity improved wheat situation influenced local conditions to a firmer basis and all kinds regardless of quality were cleaned up at advances.

Trading in corn continued disappointingly small here the entire month, due to the high movement and only moderate demand. There was practically no buying for local industrial account and transactions were wholly for shipment. The milling demand for white grades was fairly active and premiums were maintained over yellow and mixed.

Local oats values reached the highest figures of the crop last month, but the firmest was largely influenced by the strength of corn though a good demand prevailed with light receipts.

Unfavorable weather conditions of snow, rain and sleet with its attending difficulties of plugging cars, restricted the local hay business, to a considerable extent throughout the month. The demand was not lacking in spirit and buyers with urgent orders to fill eagerly took quite a number of cars on door inspection. The market was strong and the new high prices for the crop were again recorded for timothy.

\* \* \*

By the adoption of a resolution at the Hotel Gibson, members of the Cincinnati Grain and Hay Exchange declare any further effort by the Chamber of Commerce to request their Exchange to return to membership would meet with failure. This declaration was the culmination of a movement which has been in operation since August.

The resolution was offered because of a statement in the annual report of president of the Chamber of Commerce in which he gave the impression that the Board of Directors had offered inducements to the Grain and Hay Exchange for it to return.

For the last two years the Grain and Hay Exchange has been operating as an independent body and at present has its offices in the Gwynne Building, Sixth and Main Streets. An extensive ticker system is operated and the present quarters offer all facilities present at the Chamber of Commerce.

At the annual election which was held at the Exchange's headquarters the following directors were successful: H. Edward Richter, polling more votes than any other candidate. Three years, H. Edward Richter, William G. Stueve, A. M. Braun, E. A. Fitzgerald and Elmer Heile. Two years, John E. Collins, Jr., and E. B. Terrill.

The Board of Directors then elected: Lyman Perin, president; H. M. Brouse, first vice-president; R. S. Fitzgerald, second vice-president; E. H. Heile, secretary of the Board; B. H. Wess, treasurer; and D. J. Shuh, executive secretary of the organization.

According to the annual report of retiring President E. B. Terrill during 1919, there were inspected 24,452 cars of grain and hay. This service was performed with 18 men, whereas, the report continues, "the Chamber of Commerce employed 39 men to perform similar work." Mr. Terrill said that the Exchange was progressing better under its own management than it had under the jurisdiction of the Chamber of Commerce and under no circumstances cared to return at this time.

A building committee will be appointed by President Lyman Perin to seek new quarters for the Exchange as it has outgrown its present location.

The election which was held January 14, was followed by a dinner at the Hotel Gibson.

\* \* \*

Manager and Executive Secretary D. J. Shuh, of the Cincinnati Hay and Grain Exchange appeared on the Exchange floor recently with a broad grin and a box of cigars. There was a reason—a boy arrived at his home on Pleasant Hill, Fort Thomas, Ky. last month.

\* \* \*

Harry M. Millar, for many years hay and grain reporter on the *Cincinnati Commercial Tribune*, died last month after an illness of several days. The Cincinnati Exchange adopted a resolution in memory of his death, a copy of which was forwarded to his



family. The committee which drew up the resolution consisted of J. F. Costello, Charles S. Maguire, George Mosbacher, E. A. Fitzgerald, and F. R. Brown. Mr. Millar had been closely associated with the Cincinnati Exchange for many years.

Members of the Cincinnati Hay and Grain Exchange have sent a letter to Senators Pomerene and Harding and members of the Agriculture Committee at Washington, asking them to exert every effort to defeat the bill introduced by Senator Gronna, in which he asks termination of the wheat guarantee and the Grain Corporation.

Harry W. Howard, grain merchant of Gano, Ohio, known as Cincinnati's champion swimmer, swam around the Cincinnati Gym's 60-foot pool 204 times recently, a new record in that tank. Howard weighs nearly 300 pounds and has passed the half century mark in age. He is a daily visitor at the gym and, excepting Sundays, has not missed a day in the pool in 10 years.

The Cincinnati Grain and Hay Exchange has sent a ringing protest to Representative Stephens of Cincinnati, against a proposed increase of 6 cents per 100 pounds in the import freight rate on black strap molasses.

The Exchange says the molasses feed manufactured every year is equal to 150,000,000 bushels of oats and that it is in the interest of public policy to manufacture this stock feed and release millions of bushels of grain for human consumption. It insists that the present freight rate is adequate especially since the importers furnish their own tank car equipment. Representative Stephens has notified the Exchange he has taken the matter up energetically with the Railroad Administration.

## DULUTH

S. J. SCHULTE - - CORRESPONDENT

BENJAMIN STOCKMAN, manager of the Duluth Superior Milling Company, was re-elected president of the Duluth Board of Trade for the ensuing year at the recent annual elections of the Board. Other officers and members of committees were elected as follows: Vice-president, H. F. Saltyards; Directors, three years, G. G. Barnum, Jr., H. S. Newell and C. T. Mears; Board of Arbitration: G. G. Barnum, Sr., E. S. Ferguson and W. W. Bradbury; Board of Appeals: Thomas Gibson, F. E. Lindahl and H. J. LaBree.

Members of the Duluth Grain Commission Merchants Association elected the following Board of Directors at their last annual meeting: H. J. LaBree, Wilbur Joyce, Walter Bleacher, Frank McCarthy and W. C. Mitchell.

Members of the Duluth Board of Trade and the elevator interests located here are looking forward to a great extension in operations of this market in the event of the recent Interstate Commerce Commission rulings in the grain rate case being allowed to stand. Attention is drawn to the point that this market would as a result be opened to a territory in the Southwest from which it has up to the present been completely shut off by reason of the railroad freight rates structure. The new basis of rates, as outlined by the Commission in its decision, will compare as follows with those now in effect: The present proportional rate from Duluth to Chicago is 12½ cents and the proposed one is 11 cents, a reduction of 1½ cents per 100.

The present rate from Omaha to Duluth is 20 cents while the Commission authorizes 15 cents. This is a reduction of 5 cents.

The rate from Sioux City to Duluth at present is 19½ cents; the Commission has authorized 15 cents, a reduction of 4½ cents per 100.

It may be mentioned that the grain rates from Nebraska and points West thereof are all uniformly based on the combination of Omaha or Sioux City. The application of a 15-cent rate from those points to Duluth is the same rate as is in effect from Omaha and Sioux City to Chicago, so that the whole of a vast grain producing territory would be opened to Duluth on the same basis as Chicago. That would be a boon to the Duluth grain trade at any time, and it would be especially so in seasons when there is crop shortage in the Northwest and an abundance of grain in the Southwest, as is the case this season. The decision of the Commission is regarded here as a further recognition of the contention that has always been made by the trade here that this market should be given the full advantage of its proximity to the grain producing sections of the country on a mile for mile rate with Chicago and Milwaukee.

The application of the Minneapolis Chamber of Commerce for a reopening of the grain rate case and

the restoration of the milling in transit privilege meaning a preference of 3½ cents to that point is being closely checked up by the grain interests here, as this point has not up to the present enjoyed an in transit rate. Duluth was represented at the recent hearing on the Minneapolis petition before the Interstate Commerce Commission at Washington, when decision was reserved, by Charles F. Macdonald, secretary of the Duluth Board of Trade, and F. S. Kiser, traffic commissioner of the Duluth Commercial Club.

The move looking to the dissolution of the United States Grain Corporation as made by Senator Gronna of North Dakota in the Agricultural Committee at Washington has aroused wide interest in grain trade circles at this point. Action has been taken to oppose the suggestion in every way possible, as it is recognized that abolition of the Grain Corporation four months prior to the time set for its being wound up, would throw the whole wheat marketing machinery up in the air. In a letter issued by the Duluth Grain Commission Merchants Association to grain dealers over the Northwest, it is pointed out that wheat stocks on farms and in country elevators at the present are estimated at 300,000,000 bushels, that railroad facilities are inadequate for their transportation to the terminal markets; that banks are calling loans and advancing interest rates, and that cash wheat at the terminal markets has declined recently from 50 to 75 cents. In the face of that condition the circular stated, it is now proposed to destroy the Government's minimum price guarantee and to take away from the farmer and country grain dealer their only protection and safeguard against much greater declines in the values of their wheat holdings. Interior grain dealers are urged to communicate at once by wire or letter with their Congressmen and Senators, protests against the proposed step to eliminate the United States Grain Corporation, and requesting them to do their utmost to oppose such drastic and destructive legislation.

A. H. Smith, a Winnipeg grain man, who was recently a visitor on the Duluth Board of Trade, expressed himself pessimistically regarding the outlook for the resumption of open-trading in grain on that market after the close of the present crop year, owing the unsettled foreign exchange situation. Canadian operators are at present completely in the dark as to the methods of proceeding and safeguards likely to be adopted, but it is presumed that means to bridge them over will be found before the time comes. Provided weather conditions are normal and labor conditions do not tighten up any more than they are now, the Winnipeg man said he looked forward to a good acreage being seeded to wheat and other grains over the Canadian Northwest next season. It is generally thought that the soil will be placed in good condition as regards moisture by reason of the heavy snowfalls during the winter months. The problem of seed for farmers in the drought stricken districts of the country last summer is under consideration, and it is thought that they will be furnished adequately, where needed, through provincial governments and other agencies.

Grain dealers here are receiving satisfactory advice from correspondents over the Northwest regarding the outlook for the putting in of wheat and other crops during the coming spring season. None of the farmers or interior elevator interests hint at any intention to cut down the acreage placed under crop by reason of any expectations of lower prices prevailing. It is believed that the Northwest farmer will endeavor to function properly in trying to bring farm productions up to normal. Fears regarding farm labor scarcity in some districts are, however, entertained, but it is said that land owners are endeavoring to co-operate to overcome that difficulty as far as possible.

Membership on the Duluth Board of Trade will be sold by the organization at \$7,500 instead of \$5,000 in the future, if a proposal to that effect to be voted upon on February 20 next carries. The opinion is generally held that the outlook for trading is sufficiently bright to warrant the advance in the price of memberships as suggested. The strong business standing of the individual traders and firms on this market is thought to be borne out in the few changes in houses and failures that have been announced during the nearly three years' period when trading has been restricted through war regulations. That so few houses were driven out of business or to the wall is regarded as remarkable. All the houses operating on the Duluth market have maintained their organizations and are prepared to handle the business after the markets are re-opened.

Demand for feedstuffs of all kinds has been fairly active over this territory during the winter. In spite of the unsettled state of the markets, according to R. M. White of the White Grain Company. Demand from the East has been curtailed, however, owing to the small stocks that have been available at this market, and railroad transportation difficulties. Though dealers through the country have only been buying on a basis to cover current requirements, the vol-

ume of trade put through reached a substantial total by reason of the extension of dairying and cattle raising in this territory.

Operators on the long side of feed grains on this market have passed through some trying experiences during the last few weeks. As compared with a month ago, the market is No. 2 rye ran off from \$1.80½ to \$1.47 and in No. 3 white oats from 82½¢ @ 85½¢ cents to 74½¢ @ 78½¢ cents. Receipts have been limited, owing inability to obtain cars to move grain to the terminals from interior elevators.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE grain market at Milwaukee at this writing is especially concerned with the larger receipts which have developed due to the recent car orders by which the grain trade is allowed box cars for country shipment of grain to terminal markets. The trade is especially disturbed by the regulation which would force these cars back to the country shipper again to be loaded for fresh shipments to terminal markets. At the present writing it looks as though the grain might be piled up at terminal markets with no cars to ship the grain out in, since cars for such trade has to be furnished by the road which will carry the grain.

"It may also be that the present drastic declines in prices may cause the farmers to hold on to their grain and the movement to clean up grain from the country may not succeed," declared Secretary Harry A. Plumb, Milwaukee Chamber of Commerce. "Of course, if grain is already contracted for, its shipment will be facilitated. But grain for consignment may be affected if the farmers object to the lower scale of prices which now prevails."

For a single day the Milwaukee corn market went down 5 to 12 cents, in line with the other markets of the country.

Frank Berry, traffic secretary of the Milwaukee Association of Commerce, has sent in a protest to the Railroad Administration against the plan of diverting all the box cars to the grain trade even for 10 days, and thereby robbing every other industry in the community of the necessary cars to move their shipments.

Later figures on the receipts of grain at Milwaukee show that arrivals have jumped to 237 cars as compared with 100 to 150 cars a day as the normal receipts before the new car order went into effect. While corn receipts at Milwaukee have been running at the rate of 30 to 60 cars per day, arrivals jumped to 112 cars a day when the new order went into effect.

The heavy grain movement is expected to last about two weeks as it will take that length of time to clear up all the cars which will have been loaded in the 10 days in which the car order is effective.

Another phase of the car movement at Milwaukee which developed earlier than the last order of the regional director, was the precedence given to the United States grain movement, that is, of wheat held by the Government to be moved to the mills. Earlier in February about 1,000,000 bushels of this wheat remained to be shipped to the mills according to the terminal manager of railroads at Milwaukee, C. O. Bradshaw. It is believed that this grain will all be moved in a very short time.

The local chief for the United States Grain Administration, says none of this wheat was shipped back to Minneapolis for milling, but it was sent to mills in all parts of the South and East. He explained there was no doubling over old routes of the Government grain shipments. The Government has not been buying wheat at Milwaukee for several months and it appears that Mr. Barnes, the wheat director, is getting out of the wheat trade just as rapidly as conditions will permit.

The Chamber of Commerce has taken a stand against removing the fixed price guarantee of the United States Government on wheat. The Milwaukee Chamber sides with Mr. Barnes on this subject and wants to maintain the price guarantee until June 1. Mr. Barnes will be so informed by telegram drawn up by the Milwaukee Chamber Board of Directors.

There is nothing to indicate that anything else than the return of the railroads to private operation will occur on March 1, regardless of whether or not Congress has passed new railway legislation by that time, says George A. Schroeder, traffic manager of the Milwaukee Chamber of Commerce. He also believes that the railway companies will be fully prepared to resume operations on that date and that they will give the public the benefits of any and all improvements in railway operation which have been adopted during the period of Government control.

"It is well known that Federal control of the railroads has resulted in large deficits and that the Rail-



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

road Administration has not been able to pay the rent the Government promised," said Mr. Schroeder. "One of the first acts on the part of the carriers will be to file an application with the Interstate Commerce Commission for a substantial increase in freight rates. The revenue of the carriers must be adequate to provide for the expenses of operation, including labor and taxes; a fair return upon the property used or held for the public service and a surplus sufficient as a basis of credit to attract the new capital needed for the facilities and service which not only the grain and the milling trade, but the entire commerce of the country, must have.

"Failure to obtain additional revenue and credit facilities would result disastrously for the railroads. Shippers are vitally interested in seeing that the carriers are placed in a position to give proper service which the commerce of the country demands."

A plan has been broached to the secretary of the Chamber of Commerce asking for an indorsement of an aero route from the Twin cities to Havana, Cuba. Milwaukee, Chicago and intermediate cities would be on this route according to the plan. No action has been taken on the proposition by the Milwaukee Chamber of Commerce.

Members of the Chamber of Commerce have been invited to attend the first annual commercial fair which will be held in Brussels, Belgium, from April 4 to April 21.

The February rate of interest of the Milwaukee Chamber of Commerce has been determined by the Finance Committee at 7 per cent. This is the high rate which has prevailed for several months.

George A. Schroeder, traffic expert of the Chamber of Commerce, recently made a trip to Washington to represent the interests of the Chamber at a hearing before the Interstate Commerce Commission which considered a petition from the Minneapolis grain and milling trade asking to have a reopening of the general grain case which was recently decided by the Commission and which the Minneapolis shippers claim is detrimental to their interests and in favor of Milwaukee. As yet Mr. Schroeder has not reported for the public the outcome of his visit.

Walter C. Kopplin has become associated with the consignment department of the Taylor & Bournique Company. William H. Moering, formerly vice-president of the Moering Grain Company, is also on the staff of the Taylor & Bournique Company.

Arthur G. Kneisler has announced his resignation from the vice-presidency of the W. J. Armstrong Company, leading hay dealers of Milwaukee.

The Milwaukee Chamber of Commerce is furnishing the silver cups for the big grain show which is going on at Madison for several days early in February. This is the nineteenth annual meeting of the Wisconsin Agricultural Experiment Association. This show attracts attention in all parts of Wisconsin.

The Chamber furnishes a silver trophy for the best 10 ears of Silver King corn, Wisconsin No. 7; also a silver trophy for the best sample of Pedigree 1 oats; also a silver trophy for the best sample of spring wheat; also one for the best sample of winter rye; and one for the best bundle of pedigree barley.

The grain movement on the Great Lakes will not be heavy possibly until July and August when the new grain crop begins to move, according to Walter J. Fitzgerald who is well informed on all vessel movements concerning Milwaukee. Not much in the way of lake trade is expected by Mr. Fitzgerald from the old crop as the supply of grain from these sources is expected to be small.

One charter of rye for the new season has been made, Mr. Fitzgerald reports, at 4¼ cents per bushel. He predicts that rates for this year should not be higher than in 1919 if competitive conditions prevail upon the lakes. Last year, he said, the rates were 3 cents for wheat, with corresponding rates for other grains.

The Great Lakes Commerce Association which was designed to be a society to get co-operation on all matters affecting great lakes' ports has fallen by the wayside because of lack of interest. Some leading traffic men and business men took the initiative in Milwaukee for organizing this Association. A call for a meeting which did not meet with a response indicates the lack of interest. It was believed that this Association might have been of help in promoting grain trade on the lakes.

The new administration of the Association of Commerce of Milwaukee, headed by Walter C. Carlson, president, is expected to make an aggressive attempt to get more railroads for the city. One of the main planks of the new regime of this business men's organization, of which grain men are members, will be that of getting better transportation facilities for the city. Frank Barry, traffic secretary of the Association,

points out that Milwaukee has been passed in its population record recently by at least two cities which have been more aggressive. Mr. Barry is backing a new belt line and a big terminal for railroads which would make it easy for any railroad to enter the city. Mr. Barry also suggests that Milwaukee is badly handicapped by the bottling up of goods in the congestion of Chicago. This, he said, seriously delays all Milwaukee freight traffic to the South and the East.

W. D. Gray, widely known milling inventor and vice-president of the American Exchange Bank, is dead.

The deficiency of the grain movement in the Northwest is shown by the figures just given out which indicate grain loading in this district in January of 33,000 cars in round numbers, as compared with 42,000 cars approximately for January of 1919.

The corn movement dropped from 11,100 cars a year ago to 10,600 cars for January of this year.

Trade in oats dropped from 7,800 cars approximately to 5,800 cars.

The wheat movement for January dropped from 14,000 cars a year ago to 11,000 cars at present.

Other grains dropped from 9,400 cars to 5,800 cars. The biggest decline in movement according to these figures is in oats with a decline of 2,000 cars on a total movement of 5,000 odd cars.

Taking in grain and grain products the movement declined from 58,000 cars to 52,000 cars for the month of January this year.

The new car order giving grain men the right to get all the necessary cars for shipment from the country is expected to prove a material help for facilitating the movement of all classes of grain and grain products.

## NEW YORK

C. K. TRAFTON - CORRESPONDENT

G. W. ("WALTER") BEAVEN, an active and popular member of the Produce Exchange for many years, recently announced that he had severed his long connection with Lamson Bros. & Co., commission merchants on the Chicago Board of Trade. Hereafter he will act as manager of the newly organized grain department on the Chicago Board of Trade of J. S. Bache & Co., Wall Street bankers and brokers. Owing to his long experience and thorough knowledge of the business his friends believe that he will meet with conspicuous success in his new field as he has in the past.

E. R. Carhart, treasurer of the New York Produce Exchange, formerly president, and also vice-president of the Battery Park National Bank, was seriously injured late last month by an automobile. While crossing the street he was thrown heavily to the gutter, striking his head against the curb. He was rendered unconscious and on frequent occasions during the past two weeks has had unconscious spells. Consequently his friends have been decidedly apprehensive, although there is reason to think that the worst is over.

Wm. J. Close, hay, straw and grain dealer of Schenectady, N. Y., who was on the Exchange floor for a short time recently, stated that it has been exceedingly difficult if not impossible to do business lately, especially in hay, owing to the great difficulty of obtaining cars.

Hon. Henry Wyland Hill of Buffalo, an ex-state Senator, and one of the most energetic and prominent leaders in the Inland Waterways interests in the country, was a recent visitor on the Produce Exchange.

Franklin Lewi, well known grain and hay dealer on the Produce Exchange, recently introduced as a visitor, Charles Forbes Taylor, commonly known as the English Boy Evangelist, who has been addressing large audiences with great success. Some of the wags insinuated that Mr. Taylor could undoubtedly do much good among grain brokers.

S. A. Knight, for many years connected with the Simpson, Hendee Company, grain and hay distributors in this territory, but now representing the Rosekrans-Snyder Company, Philadelphia grain merchants, in Middletown, N. Y., was among the recent visitors in the local market.

The following have resigned their associate memberships in the New York Produce Exchange and made application for admission as regular members:

Wilfrid F. Rosar of the Melady Grain Company; Kenneth B. Stoddard of K. B. Stoddard & Co., Ltd., grain, Winnipeg; Otto E. Auerbach of the New York office of the Armour Grain Company, and Thomas C. O'Brien of the same office. Applications for membership have been received from the following: Clarence E. Krauss of the Melady Grain Company; Paul F. Goldstein of B. F. Schwartz & Co., commission merchants; Edmund N. Giles of the New York office of Lamson Bros. & Co., Chicago; Jacob Ostrowsky of the New York office of the Armour Grain Company; Ernest Reiner of the Chesapeake Export Company; Joseph Vollkommer, grain and feed dealer; Wm. H. Meeder of Maguire & Jenkins, commission merchants; Eugene V. N. Bissell of Parker & Graff, grain merchants.

## PHILADELPHIA

RALPH W. E. REID, CORRESPONDENT

ACTION has been taken by the Board of Directors of the Commercial Exchange opposing the bill recently introduced in Congress by Senator Gronna, of North Dakota, for the immediate repeal of the wartime measure under which the U. S. Grain Corporation was organized. Copies of the resolution unanimously adopted are being sent to members of the Senate Agricultural Committee at Washington. According to C. Herbert Bell, president of the Exchange, and other members, the bill is "pernicious" in that it attacks the integrity of the Grain Corporation, and will be in effect a repudiation of a national pledge in properly clearing up contracts, which in their regular course should be allowed to run until June. A similar resolution has been adopted by the Philadelphia Flour Club.

New Jersey farmers are advised by the state Department of Agriculture not to use any seed corn next spring without a thorough testing for vitality. In a statement recently issued warning is given that the corn crop yield of 1920 may be short on account of the use of poor seed. "This was the situation two years ago," continues the statement, "and the crop was made reasonably safe only by an intense campaign of seed testing. Dr. Frank App, agronomist of the State Agricultural College at New Brunswick, reports that the corn show during Agricultural Week indicated that a large proportion of the corn throughout New Jersey had been frozen and rendered unsafe for planting this spring. Doctor App feels that conditions may be nearly as they were two years ago."

At the annual meeting of the Commercial Exchange held on January 27, the officers re-elected for a second term were: C. Herbert Bell, of the Quaker City Flour Mills Company, president; Horace Kolb, grain and flour broker, vice-president; and E. H. Price, grain broker, treasurer. New directors elected to serve two years were: Roy L. Miller, grain and feed broker; Robert Morris, grain broker; Samuel L. McKnight, flour and grain broker; George M. Richardson, superintendent of the Merchants' Warehouse Corporation; Frank M. Rosekrans, grain and feed broker; and George M. Warner, grain broker.

In his report for 1919, President Bell shows that grain and flour exports from Philadelphia broke all records, and he emphasizes the need for additional elevator facilities, and that some definite move in this direction is expected by Commercial Exchange members on the return of the railroads to private management.

"Conferences have been held with officials of the Philadelphia and Reading Railway regarding a modern grain elevator at Port Richmond," the report continues, "and while some encouragement has been given by these officials, they have been unable to take any steps in view of the Government's control over the carriers. Throughout the year the members have co-operated with the officials of the U. S. Grain Corporation with the result that the grain brokers have enjoyed one of the best years in their history. The Commercial Exchange took a strong stand on all matters affecting the grain trade, among other things, advocating passage of the Lever Act."

M. F. Baringer, feed and grain dealer with offices in the Bourse, left recently to spend the balance of the winter in Redlands, Calif. Louis G. Graff, ex-president of the Commercial Exchange, and head of the firm which suspended business at the opening of the war to take over the local administration of the Grain Corporation, has started with his family on an extended trip in Cuba, West Indies, and Panama.

Samuel W. Neall, formerly assistant superintendent at the Girard Point Elevators, died last month at the age of 72 years. Mr. Neall was at one time superintendent of the old Washington Avenue Elevator, which was owned by the Pennsylvania Warehouse and Dry-



February 15, 1920

ing Company, and was bought by the Pennsylvania Railroad in 1877. When the Girard Point Elevators were built, Mr. Neall was transferred, and was on duty there until his retirement from active work in 1914.

David H. White of the Hancock Grain Company, with offices in the Bourse, has returned to his duties after an absence of several weeks during which he underwent a slight surgical operation.

H. U. Bean & Co., grain and feed dealers, with offices in the Bourse, have reorganized under the incorporation laws of Pennsylvania. The officers are: Henry U. Bean, president; H. F. Bean, secretary; and C. F. Bean, treasurer.

Statistics of the Commercial Exchange show on February 2, stocks of grain in Philadelphia public warehouses were: 395,134 bushels of wheat, 158,702 corn, and 208,009 oats, compared with 951,920 wheat, 38,892 corn, and 168,083 oats on January 2; and 2,090,959 wheat, 54,588 corn and 721,225 oats one year ago.

Receipts of grain in Philadelphia during January were 628,096 bushels of wheat, 391,122 corn, 302,265 oats, 77,017 rye and 43,718 barley. Exports for the month were: 931,139 bushels wheat, 72,176 corn, 76,471 rye and 92,436 barley.

Memberships in the Commercial Exchange have been applied for by J. Rosenberg & Son, grain and feed dealers, 614 South American Street; Atlantic Seed Company, 39 North Water Street; and L. F. Hilyard & Son, corn and grain shippers, Kenton, Del.

A. B. Clemmer, secretary of the Commercial Exchange, has sent to members of the Railroad Conference Committee at Washington copies of a resolution unanimously passed by the Board of Directors regarding national railroad legislation. The program as proposed, advocates the termination of Federal control on March 1; adjustment of rates by the I. C. C. to restore the roads to a self-sustaining basis; continuation of Government compensation for six months; granting of a period of 10 or 15 years in which carriers may repay debt to Government; permission for consolidation of railroad properties subject to control in the issue of stocks and bonds; and statutory provision for a fair rate of return on railroad investments.

## TOLEDO

H. F. WENDT

CORRESPONDENT

IN REPLY to a message from Wheat Director Barnes, asking what steps the Toledo Produce Exchange suggest advisable to take on Senator Gronna's resolution to repeal the Wheat Guarantee Act and abolish the Grain Corporation, the following was adopted by the Board of Directors and wired to Mr. Barnes:

"The Toledo Produce Exchange strongly recommend that you present all the facts relating to the Government guaranteed wheat price to the Senate or proper committee, and we believe that the Government should not, under any circumstances repudiate the wheat guarantee. It was offered by President Wilson as a war measure and not at the request of the Grain Corporation. The guarantee expires with May, 1920, and we are strongly in favor of the Grain Corporation continuing to be the sole agency for handling the present crop of wheat until that time expires, May 31, 1920."

Toledo has a famous poet in the embryo. Traders who have been reading the weekly contribution of Siva Bender to Southworth's Review have so acclaimed that individual.

H. H. Lobdell of Lamson Bros. & Co. was a recent visitor of L. J. Ulrich, local manager of that firm.

Fred Jaeger and William Cummings of J. F. Zahm & Co. and John Luscombe and Joe Doering of Southworth & Co. represented Toledo at the recent annual meeting of the Indiana Grain Dealers Association at Indianapolis.

The new officers of the Toledo Produce Exchange entertained the members of the 'Change at a recent banquet. Out-of-town guests included J. G. R. Graham of Simons, Day & Co. and Duke Van Ness of E. W. Wagner & Co., Chicago.

A banquet at the LaSalle and Koch Auditorium followed by a theater party at the Empire has been planned as a part of the entertainment for those attending the annual convention of the Farmers Grain Dealers Association of Ohio at Toledo, February 24 and 25. The entertainment committee is busily engaged in planning every welcome possible. The con-

vention was held here last year also. The banquet and theater party will be given on the first night of the convention.

Joc Streicher of J. F. Zahm & Co. has taken a two weeks' trip through the East.

The Farmers' Exchange of Tiffin was recently organized at that city to do co-operative merchandising and to build a grain elevator. It is capitalized at \$100,000. Directors elected were: John Gillig, Frank Bork, S. D. Fogleman, L. C. Umstead, Arlington Dunn, George Herbst, George McElheney, Ira Baugher and Charles Gillig.

Kenton D. Keilholtz of Southworth & Co. will go to Los Angeles, Calif., soon for an extended visit. David Anderson, president of the National Milling Company, will meet Keilholtz and family there.

L. G. Macomber, traffic manager of the Toledo Produce Exchange, and Carl Bryant, assistant secretary of the Exchange, were elected members of the Exchange at a recent directors' meeting.

Making his start as a telegraph operator on the floor of the old Toledo Board of Trade, Ben C. Hoffner has worked his way to a top place in the grain trade. Recently he was appointed manager of the Toledo branch office of Simons, Day & Co., Chicago grain concern. Mr. Hoffner succeeds John G. Steuer as manager of the local office. It was under Steuer that Ben got his start in the "game," accepting a position as operator with the Western Union. Since



B. C. HOFFNER

then he has spent nine years with E. W. Wagner & Co., and one year with Hulburd, Warren & Chandler. Most of his work has been in Toledo. Hoffner is also well-known by way of his musical talent, being actively connected with several of Toledo's foremost orchestras.

Fred Mayer of J. F. Zahm & Co., former president of the Toledo Produce Exchange, was recently confined to his home for a week by illness. He will leave soon for a month's vacation in Florida.

John Husted of C. A. King & Co., recently was confined to his home for a week, due to an attack of influenza.

Joe Streicher of J. F. Zahm & Co., Paul Barnes of the Young Grain Company, Earl Slawson of the E. B. Slawson Company, and Siva Bender of Southworth & Co., attended the mid-winter meeting of the Michigan Bean Jobbers Association at Detroit last month.

F. O. Paddock of the Paddock-Hodge Company, who was confined to his home for over a week by an attack of influenza, is back on the floor of the Exchange.

Sam L. Rice of Metamore, Ohio, and president of the Rice Grain Company, Toledo, was elected a director of the Ohio Grain Dealers Fire Insurance Association at a recent meeting at Columbus. John Wickenhiser, Toledo grain dealer, is president of the association.

Toledo's reputation as a seed market was retold in a pleasing manner by Andres Roussed of Vancluse, France, who was a recent visitor on the floor of the Toledo Exchange. His mission in this country, he said, was the disposal of seeds which are plenti-

ful in France at this time. While unable to speak English, his story was made plain by Raymond P. Lipe, of the Raymond P. Lipe Company, and others on the floor who are familiar with the French language. He said that all sales of seed in France are based on Toledo quotations.

About 1,600 bags of timothy were damaged by water January 18 in the Toledo Terminal Warehouse fire which amounted to \$600,000 damage.

Carl Bryant, assistant secretary of the Toledo Exchange, recently boasted that "he couldn't see how the people could always get sick and not come to work, while he had never been out a day." A week later Carl made history. Within that week he had two attacks of the flu and recovered in each instance.

## BUFFALO

ELMER M. HILL

CORRESPONDENT

ALTHOUGH Buffalo grain men are opposed to the plan, there is a strong possibility that a state-owned grain elevator will be established at Buffalo in connection with the Buffalo terminal of the improved barge canal between Lake Erie and the Hudson River at Albany. The proposal of Governor Smith in his message that another state-owned elevator be constructed at Oswego to handle grain moving down the lakes to Lake Ontario via the Welland Canal for shipment to the Atlantic Seaboard by way of the state canals from Oswego, meets with ridicule from Buffalo grain merchants and elevator owners.

Charles H. Williamson, Buffalo manager for Lunham & Moore, New York grain forwarders, who has had charge of the movement of export grain through Buffalo for the Canadian Government during the war, said men familiar with the situation cannot take Governor Smith's remarks regarding Oswego as a grain receiving port as compared with Buffalo very seriously.

"Oswego is only a way port and there is absolutely nothing to the claims made for it by the Governor. The port can never hope to compete with Buffalo as a grain handling center even if any large amount of grain is moved by way of the Welland Canal to Lake Ontario for elevation at Oswego."

Practically all of the grain which has been held in bottom storage in Buffalo this winter has been elevated. Waterfront elevators are holding considerable grain, most of which is consigned for export. The movement of grain from elevators to the Eastern Seaboard this month has been small compared with two years ago.

## LOUISVILLE

A. W. WILLIAMS

CORRESPONDENT

THINGS are showing some little improvement in the trade today, there being more corn on storage, while oats are in better movement, and seed oats are beginning to become active. Breaks in spring wheat have resulted in better local offerings, farmers beginning to release wheat at 20 cents a bushel under what it was in mid-January. General movements are being held in check by the extreme shortage of cars. Local millers and elevator operators report that about the only cars they are getting to load out are cars they are emptying on inbound shipments, and that if they were not getting any inbound movement they would be crippled. Seed demand is running heavy in all lines, and corn for feeding purposes is better. Milling corn is weaker, due to bad breaks in corn products demand, and the fact that corn mills are operating but half time. Hay is showing some activity locally, but is very scarce on account of cars to ship it in, which is resulting in very little hay moving in. The state is feeding local hay largely. Alfalfa is showing better every year in quality and demand, and a larger acreage is being reported. In spite of high clover seed prices a great deal of seed is being bought at the present time, indicating heavy plantings.

S. Thruston Ballard, president of the Ballard & Ballard Company, Louisville, in an address before the Louisville Automobile Club, as Lieutenant Governor of Kentucky, discussing plans of the auto club for better roads, which are impossible without increased taxation, stated that in many respects Kentucky is one of the most backward states in the Union, and that it must raise money for roads, schools, agricultural extension, etc., if it is ever going to get "out of the rut." He declared that he favored a 6-cent



car fare in Louisville; restoration by the state of Federal war taxes in event the Government takes them off, and an increase in the general tax levy. "I favor taxing everything that is taxable to raise the money necessary," he said. He stated that he favored a tax on tobacco after it leaves the farm, a tax of 25 cents a barrel on oil; of 10 cents a ton on coal produced, on race tracks and increased taxes on autos. He stated that Gov. Morrow and his cabinet are "up in the air" over the matter of raising taxes, and have come to the conclusion that the state must resort to bond issues or additional direct taxation. The club is after good roads, but doesn't care to follow his suggestion of increases taxes on autos of \$1 per horsepower instead of flat rates; nor of a 2-cent per gallon tax on gasoline.

The Louisville Transportation Club and other traffic organizations of the large shippers have been studying the outcome of the present railroad tangle at considerable length. It is conceded that railroads will be returned to private control on March 1. It is also believed that legislation will be enacted placing car supply, pooling, distribution, etc., in the hands of the Interstate Commerce Commission, an impartial body, which it is believed will do far better work than the Administration. It is claimed that when the railroads return to private control they will place a petition before the Interstate Commerce Commission for a 35 per cent increase in freight rates. This case will probably be decided by September 1, 1920. One traffic expert voices the opinion that advances are inevitable, and that the shipper had better submit, or conditions will become much worse, as we will have a lot of broken down railroads, without motive power, road beds or equipment to handle the traffic of the country. It is conceded that car shortage in the spring and summer will be worse than ever before known. Vice-president Markham, of the Illinois Central Railroad in a recent talk before shippers at Memphis, stated that the country needs 800,000 freight cars to handle traffic, and additional motive power to handle these cars. There is also a plan on foot to endeavor to get the Government to build 250,000 cars to be leased to the railroads until such a time as they can begin building. Increases granted the railroads during the war period have been far more than offset by increased operating expenses, and with but very few exceptions all carriers have been losing money, and are not in position to improve conditions.

The Louisville Cotton Seed Products Company, handlers of feed and meal, linters, cotton, seed etc., recently had another fire loss amounting to \$35,000. The company has had a series of fires during the past year, and has fresh fires about as fast as it can rebuild damaged portions.

Articles of incorporation have been filed by the old Bingham Hewett Grain Company, fixing the capital to \$100,000 to deal in general lines of grain, feed, syrups, cereals, etc. The debt limit is placed at \$500,000. Harry H. Bingham, Indianapolis; Leonard A. Hewett, Fred W. Scholl, E. P. Scherer and Henry B. Hewett, Louisville, are incorporators. The same interests have operations at Indianapolis.

The Louisville Water Company, recently announced plans for a memorial arch at Reservoir Park in memory of the late Sebastian Zorn, president of the S. Zorn & Co., grain dealers, and also president of the municipal water company. Prominent business men are also planning a bust of Mr. Zorn, to be handled by some good sculptor, and placed in a distinctive spot in the city.

The Frankfort Grain Products Company, Frankfort, Ky., capital \$100,000, was recently incorporated by J. P. Williams, W. J. Gorman and H. D. Rodman.

Harry R. King, 69 years of age, well-known grain inspector for the Southern Railroad, dropped dead suddenly near the plant of the Kentucky Public Elevator Company, Louisville, on January 22. He had been with the railroad for 40 years.

The Jessamine Coal, Feed & Supply Company, Nicholasville, Ky., has incorporated with a capital of \$25,000, A. C. McClary, C. Reginald Ryley and John Robins.

The business of the Pineville Feed & Grain Company, Pineville, Ky., has been sold to J. A. Whittaker, president of the Thompson Grocery Company, wholesalers.

The Stephensport Mill & Elevator Company, Stephensport, Ky., has been incorporated with a capital of \$10,000 by R. L. Edmond, L. J. Perkins and Claude Mercer.

The Lack Redford Elevator Company, Paducah, Ky., has filed amended articles changing its name to the Kentucky Elevator & Milling Company.

Al Edinger, of Edinger & Co., grain, feed and hay jobbers of Louisville, reports a very active demand

for feed, with a good local demand for hay, and a better movement of corn and oats. The latter have been lively, and there is also a good demand developing for seed oats. Seed rye is showing increased activity, and will be active in March.

Bonta Brothers and T. H. Coleman, owners of the Coger Grain & Coal Company, Harrodsburg, Ky., have sold the elevators, business, etc., to Bank Hudson and John Davis, of Danville, at a price of \$30,000. Hudson & Davis are large grain and seed dealers at Danville. Edward Dillehay, Danville, will be in charge at Harrodsburg.

Plans for a Government operated steel barge service between Paducah, Ky., and New Orleans are being fostered by the Paducah Board of Trade. The organization is also endeavoring to secure Federal inspection service for grain, through a Grain Inspection Bureau.

## CLEVELAND

BERT LAYTON

CORRESPONDENT

AT THE annual meeting of the Grain and Hay Exchange of the Cleveland Chamber of Commerce held January 13, the following were elected directors for 1920 and the following committees have been appointed by the president for the year: H. W.



H. W. ROBINSON  
President Cleveland Grain & Hay Exchange.

Robinson, president, Union Elevator Company; F. E. Watkins, vice-president, The Cleveland Grain Company; F. W. Blazy, treasurer, The Star Elevator Company; F. R. Sowers, secretary, Grain and Hay Exchange. Directors: E. I. Bailey, E. I. Bailey & Co.; C. R. Moody, Moody & Thomas Milling Company; C. W. Fairchild, Cleveland Milling Company; A. A. Kemper, The Sheets Elevator Company.

Rules: C. G. Watkins, chairman, The Cleveland Grain Company; E. N. Fairchild, Cleveland Milling Company; Frank Cain, E. I. Bailey & Co.

Arbitration: George Schmitt, chairman, Nickel Plate Elevator Company; E. I. Bailey, E. I. Bailey & Co.; F. W. Blazy, Star Elevator Company.

Legislation: J. G. Monfort, chairman, Oatman & Monfort; Earnest Hart, Lake Shore Elevator Company; W. C. Seaman, Herrman McLean Company.

Membership Admission: H. M. Strauss, chairman, H. M. Strauss & Co.; A. G. Oatman, Oatman & Monfort; Harry O'Donnell, Cleveland Grains Drying Company.

Inspection and Weighing: F. E. Watkins, chairman, Cleveland Grain Company; C. G. Clark, Shepard, Clark & Co.; F. W. Blazy, Star Elevator Company.

Quotations: A. A. Kemper, chairman, Sheets Elevator Company; A. W. Clark, Cleveland Grain Company; C. G. Clark, Shepard, Clark & Co.

At the meeting of the Cleveland Chamber of Commerce on Wednesday, January 21, by unanimous vote it was agreed to increase the yearly dues from \$40 to \$60. This was one of the largest dinner meetings

ever held at the Chamber and the gathering was a good representation of the Chamber membership. Two of the new members of the Chamber of Commerce are Harry O'Donnell of The Cleveland Grains Drying Company and C. W. Fairchild of The Cleveland Milling Company. Both of these gentlemen are active in the grain, feed, flour and hay circles of the city.

The continued light movement of grain and hay in the Cleveland market is due to the lack of cars coupled with the fact that for over six weeks there has been continuous winter weather. There has been from six to 18 inches of snow covering the ground and many country roads are as yet not broken open and while railroads are tied up more or less due to the extremely cold weather and snowy conditions, the farmer is unable to market his grain or hay where he does not reside on a main highway. The demand for grain and hay has been good and as soon as the weather moderates permitting the farmer to make his deliveries and the railroads in turn to furnish the country elevators with fit cars, there is every reason to believe a heavy movement of corn and hay should take place. The movement in the mill feed market is about normal and the supply seems to meet the demand.

Prices for No. 3 white oats have ranged from 88 cents to 93 cents for the month of January and the movement is very light considering the time of the year and the demand. Number 3 yellow corn has ranged from \$1.50 to \$1.60. A steady movement began the latter part of the month but is again held up due to unfavorable hauling and shipping conditions.

From January 1 to January 25 the prices of all grades of hay advanced on an average of \$1.50 a ton. Rye and oats and wheat straw advanced from 50 cents to \$1 a ton. This places Cleveland in the position of one of the highest markets in the Middle West. However, the movement of hay continues light and no price decrease is looked for in the near future.

## ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

ST. LOUIS, like other markets of the country, has experienced its January-February break in corn, and dealers who "played the calendar" reaped good profits, provided they acted quickly, as the May option dropped approximately 12 cents in a very few days, but rallied 6 cents in two days, and finished at the top of the rally before the Exchange closed for the Lincoln's Birthday holiday. Selling for the decline had behind it the priority order of the Railroad Administration to move grain to market between February 8 to 18, while shipments east of Chicago were under the ban. This, traders declared, would mean a surplus in primary markets for the first time on the crop, and consequently they favored the selling side aggressively.

The situation also was bearishly influenced by the violent unsettlement in the foreign exchange markets, semi-panicky conditions in the New York stock market, heavy liquidation in cotton on reports that England was to prohibit importation of American cotton, and prospects of a general strike on the railroads of the country. Since the "calendar" worked so well during the recent decline, and worked very well in the same period a year ago, traders are asking if it will work as well in the next two months. If so, corn is headed for much higher prices; as a year ago, after a break similar to the present one, the May option recovered a 30-cent loss in February, and never stopped until it sold very close to \$1.90 a bushel. From that level there was a quick break of 11 cents in two days.

Some traders say conditions are the same as surrounded the market a year ago; but others declare the position is entirely changed, owing to larger stocks of corn in the country, the return of the railroads to private ownership March 1, and the low record level of foreign exchange, which is shutting off exports, and is liable to leave us with an enormous supply of grain on hand when the next crop season is before the country.

James A. Griffin, recently connected with the Ballard-Messmore Grain Company, and for several years manager of Merchants Exchange branch offices of Chicago Board of Trade houses, is leaving the grain business and has joined the sales forces of the Massachusetts Mutual Life Insurance Company.

At a recent meeting of the Board of Directors of the St. Louis Merchants Exchange, the Finance Committee was authorized to fix, on the first of each month, a uniform rate of interest to be charged during that month on all purchases and consignments of grain, seeds, etc., as provided under Section 15 of Rule IV. A meeting of the Finance Committee then



was held and the rate of interest to be charged for the month of February, 1920, effective on and after February 10, 1920, was fixed at 7 per cent per annum. It was also the consensus of opinion of the Board of Directors that the attention of grain firms be called to the fact that the rules provide that interest be charged on all purchases, where money has been advanced, as well as on consignments. The Finance Committee will advise of any change in the interest rate to be charged during any month.

C. A. Mahon has opened up an office at 209 Pierce Building, St. Louis, for the selling of alfalfa meal. He is in very close touch with the buying and selling interests of alfalfa meal, due to his previous connection with the Avondale Alfalfa Milling & Elevator Company, Crowley, Colo., where he has been located the past few years as manager, handling the general operation and sales of the company. He will be most pleased to serve all users or producers of alfalfa meal, and hopes to give real service by specializing on alfalfa meal alone.

Thomas G. Coffey, formerly in charge of the private wire service of Lamson Bros. & Co., Chicago, on the Merchants Exchange, has been appointed manager of the St. Louis branch office. He succeeds Oswald Graves, who died suddenly of heart disease about a month ago. Mr. Coffey had been associated with Mr. Graves for many years, and his new appointment is pleasing to his many friends on 'Change.

The well-known Wall Street firm of J. S. Bache & Co., is to open a branch office on the St. Louis Merchants Exchange, under the management of Bert Forester. Mr. Forester has been associated with the grain trade for many years, and for some time was in charge of the Logan & Bryan branch office here.

George F. Powell, of Powell & O'Rourke Grain Company, and Sidney Smith of the Veninga-Smith Grain Company, were enthusiastically welcomed by Merchants Exchange traders when they returned from Chicago recently, where they engineered a successful deal in January corn. The two traders were credited with holding over 1,000,000 bushels of January corn, mostly as hedges against sales of cash grain for shipment in February, March, April and May. The January option went out "in a blaze of glory" at \$1.51, the highest price of the season.

St. Louis Merchants Exchange members, on February 3, voted to authorize the Board of Directors to expend \$12,000 during the year 1920 for the advertising the St. Louis market in the states of Alabama, Arkansas, Georgia, Iowa, Illinois, Kentucky, Missouri, Tennessee, etc., known as the St. Louis trade territory, and other advertising purposes.

At a meeting of the Board of Directors of the St. Louis Merchants Exchange recently, presided over by the president, Charles L. Niemeier, August Rump was reappointed chief flour inspector and John Ring was reappointed provision inspector of the Exchange to serve during 1920.

At another recent meeting the question of car shortage was taken up. Elevator, milling and shipping interests of St. Louis and East St. Louis were represented. In response to a request from the St. Louis Merchants Exchange, A. E. Roome, inspector in the car service section, division of operation of the United States Railroad Administration, attended. Serious complaints were made against the railroads in regard to the shortage of cars for the purpose of moving grain. It is said no cars are being furnished by Eastern or Southern lines and mills in the Southeast are about to close down, being without wheat. Elevators in the St. Louis district are supplied with only a limited number of cars by the Terminal Association. Mr. Roome assured those present at the meeting that he would do everything within his power to relieve the situation.

Reports to the St. Louis Merchants Exchange from grain exchanges and grain interests throughout the country say that all are wiring their Congressmen and Senators protesting against the Gronna Bill, which would discontinue the United States Grain Corporation. The St. Louis Merchants Exchange will send representatives to Washington to be present February 16, at the opening of the hearing on the Gronna Bill by the Senate Agricultural Committee. The committee had unanimously reported favorably on the measure, but subsequently announced that hearings would begin Monday next. Charles Rippin, traffic commissioner of the St. Louis Merchants Exchange, is in Washington and will remain over and be a member of the delegation to represent the local Exchange at the hearing of protest. Delegates from the St. Louis Merchants Exchange will be instructed to protest against any bill which would have a tendency to abrogate a Government contract.

William C. Ellis, 76 years old, assistant general manager of the Kehlor Flour Mills Company, St. Louis, and a pioneer in the milling business, died February 11, at St. Luke's Hospital after an illness of four weeks. Mr. Ellis was the originator of the

cable code known as the Ellis Code, used by nearly all the big exporting mills in the United States, and by European Importers. He was for 38 years a member of the Merchants Exchange, of which he served as director, and during his term of office as such helped form the rules and regulations of the Exchange. Because of his familiarity with the regulations, his opinion was frequently sought and his ruling accepted. Besides his widow, he leaves two sons, Rowland C. Ellis of New York and Frank R. Ellis of St. Louis, and one daughter, Mrs. J. J. Shoemaker of Memphis, Tenn.

Edward B. Immer, 43 years old, a member of the St. Louis Merchants Exchange, died at his home, February 7, following an attack of influenza. Mr. Immer was a native of Pilot Knob, Mo., and had been a broker on the Exchange for 20 years. At one time he was a member of the Chicago Board of Trade and was also connected with the United States Grain Laboratory.

The St. Louis Merchants Exchange voiced a protest recently against the proposed cut in the amount of appropriation for the River and Harbor Bill before Congress. Telegrams were sent to both Missouri Senators and the Representatives from this district stating that the suggested bill is meeting with the general disapproval of the Merchants Exchange of St. Louis, and asking that steps be taken to secure a proper increase. The message asserted that the policy suggested in the proposed bill was against the commercial interests of the entire Mississippi Valley.

## THE AMERICANISM OF FIRE PREVENTION

By R. W. SUTHERLAND

Fire Prevention Engineer, Seattle, Wash.

The foremost thought in the public mind of today unquestionably centers in how to reduce the high cost of living. The solution of the problem lies in increased production. One of the ways and means whereby anyone may assist increased production and show their true Americanism lies in the elimination of waste of every description.

Probably the one phase of increased production that enters the mind of the average individual least is preservation of utilities and industrial property. To be efficient in this a large amount of plain common sense must be exercised and sober judgment used. "Speeding up" has been the order of the day, but now that the emergency demand upon all resources has been largely withdrawn, the treatment of efficient preservation of utilities supersedes and demands first place as the natural law of supply and demand which will dominate in the end.

This brings a subject, "The Americanism of Fire Prevention" into prominence.

How many of us realize the importance of the elimination of the tremendous annual industrial fire waste going on throughout the country and the enormous production that might be conserved by 100,000,000 committees-of-one acting together?

Conservation means plain saving. The old adage, "It is not so much what one makes but what one saves that counts," holds good in the present industrial crisis. There is a simple way of accomplishing this object, i. e. by each assuming the personal responsibility and the economic adoption accomplishing all within the individual's limit of possibilities.

A broad declaration of some potent facts and principles in applied scientific fire prevention may be summed up in the following "isms":

The best way to treat uncontrolled fire is to prevent it.

Fire prevention merely means applied common sense based on a little extra knowledge. Fire prevention also embodies control of incipient and spread of resultant fire, even to the scientific control of explosions which may be regulated and conducted to the outside as they invariably follow the line of least resistance and accept the invitation "this way out, please."

Fire is a good servant but a bad master.

All fires are the same at the start. Remember this fact when figuring on prevention.

The fate of property depends solely upon the individual in whose hands is vested its control.

The owner negligent in applying fire prevention (having been duly warned and importuned, and

knowing how) is Un-American. The man who calls it "hot air" is dangerously ignorant. The man who does the right thing at the right time is the real man.

Many incipient fires have progressed beyond control due to lack of headwork and protection at the start. This is the human element. The blind rush to the telephone or fire station without first attempting relief is insanity.

There is a difference between an "unowned cause of fire" and an "unknown cause." The moral element accounts for the discrepancy.

The little physical deficiencies are equally dangerous with the large ones—give them immediate and careful attention. Any property owner who is too big for the little things is also too little for the big things. Take care of the little things promptly, and as a result the proper standardization of the big things will follow.

Do not attempt to "patch up" any known deficiency without first consulting a competent engineer. If in doubt, play safe. Patchwork frequently makes matters worse.

Keep to the right. Many a simple deficiency has become compound by being mishandled.

Clean house morally as well as physically frequently. Accumulated dirt assists fire. Make up your mind where to begin and begin.

Many men have lost the savings of a lifetime through the smoke route, not heeding the advice of others. If one has no relief approved as being scientifically sound with which to remedy a deficiency, go slow and observe every precaution. The provision of adequate means toward preventing, discovering, confining, controlling and extinguishing with minimum loss is of fundamental importance to successful fire prevention.

The eye is the outpost of the brain. Heed its appeal to common sense in the matter of fire prevention.

Be careful to provide ample protection. Simple things are the best.

No rate justifies a hazard.

Give every consideration to others points of view. There may be something overlooked.

No admittance except on business and then only by special written permission of superintendent and accompanied by proper and duly authorized escort is a rule that has prevented much sabotage and destruction of property.

Both capital and labor combined and organized together to co-operate are necessary to successfully prevent and fight fire. Co-operation is the most potent influence toward accomplishing results.

Study the human element. Right principles properly applied by both employers and employees effect right relations and better understandings.

Encourage and reward industry, efficiency and initiative wherever found. Discountenance indolence and indifference.

The desire to co-operate must be produced first. A premium to an employe for a worthy safeguard idea has often worked wonders. He profits most who serves best.

Prevention of uncontrolled fire and preparedness against uncontrolled fire are synonymous and go hand in hand.

Remember this: Nature will make her lessons understood at whatever cost necessary to those who defy and violate her laws, so preventable fire means a setback and loss of production—which is Un-American.

Assist increased production and true Americanism by practicing and helping to establish the principles of fire prevention. It is an obligation too generally shirked or subverted to selfish purposes resting equally upon all classes. It is the manifest duty of every citizen. It will aid in developing the minds of all as to how production may be increased by conservation. The reduction of the national fire waste will reduce automatically the cost of protection.

As with "Americanism" so with "Fire Prevention," which is industry's ally and one of true Americanism's component parts—first, last and all the time.





## EASTERN

R. H. Barnes has purchased a building at Queen Anne, Md., and will handle wheat.

An elevator is to be built at North Adams, Mass., for the Berkshire Coal & Grain Company.

The Easton Milling Company of Easton, Md., of which Geo. L. Bartlett is president, will erect a 15,000-bushel tile construction grain elevator.

A grain and feed business is being conducted at Springville, N. Y., by Emmons A. Ball. He will handle mixed feeds of various kinds and also a line of flour mill by-products.

H. J. Barndt, J. W. Halliday, A. H. Simmons and others have incorporated the A. H. Simmons Company of Middletown, N. Y., capitalized at \$10,000. The company will handle grain, seed and flour.

Deverell, Spencer & Co., have the contract for the erection of a four-story fireproof warehouse for D. A. Stickell & Sons of Hagerstown, Md. The plant will be equipped with automatic machinery for taking products from the mill to the storage house and the cars.

A fireproof grain elevator at Pittsburgh, Pa., opposite the Point Bridge, has been purchased by S. H. and H. G. Morgan from D. G. Stewart. Plans are under way for the erection of either a new building or a large addition to the old. The Morgans paid \$10,000 for the elevator.

## WESTERN

A large warehouse is to be erected at Bellingham, Wash., for the Chehalis Grain Company.

A \$12,000 elevator and warehouse will be built at Springer, N. M., for the farmers who are organizing a company there.

The elevator at Clovis, N. M., which has been operated by the Clovis Mill & Elevator Company, has been purchased by E. P. Rogers and Jesse Elrod.

G. F. Wildhaber and H. K. Dunlop have disposed of their interests in the Vale Milling & Elevator Company of Vale, Ore., to C. H. Brown and C. W. Mallett.

The Big Bend warehouse at Odessa, Wash., has been purchased from A. E. Kessler by the Odessa Union Warehouse Company. The warehouse will be used for storage.

Two elevators at Haxtum and Dailey, Colo., have been purchased by the Longmont Farmers Milling & Elevator Company from the Plains Milling & Mercantile Company.

A tract of land at Stockton, Calif., has been purchased by the Guernsey Grain Company and the Girvin Warehouse Company. The Girvin people will build a large warehouse.

The Farmers Elevator has purchased the coal business of the Wyoming Lumber & Coal Company of Cheyenne, Wyo. The sheds are to be torn down and implement shed erected.

Probably circular concrete tanks will be built for the Farmers Platte Valley Milling & Elevator Company of Fort Morgan, Colo., which will increase the capacity of the plant to 100,000 bushels.

B. M. Holt, A. B. Cornell, J. J. Marsh, H. B. Scatterday and E. F. Holt have incorporated in Interstate Warehouse Company of Caldwell, Idaho, capitalized at \$100,000. A grain elevator and seed warehouse are to be erected at once of 100,000 bushels' capacity. The warehouses are at Home-dale and Parma, Idaho.

The elevators of the following concerns have been equipped with Trapp Combination Truck and Wagon Dumps of the Trapp-Gohr-Donovan Company: Colorado Mill & Elevator Company, Idaho Falls, Idaho; D. F. Cooper of Haxtum, Colo.; Dailey (Colo.) Co-operative Company; O. M. Kellogg Grain Company of Denver, Colo., at Eckley, Colo.; Farmers Co-operative Company, Haxtum, Colo.; Farmers Grain & Trading Company, Haxtum, Colo.; Robinson-Hunt Grain Company, Colorado Springs, Colo. The elevators of the following have been equipped with Trapp Auto Truck Dumps: Lamar (Colo.) Flour Mills; M. J. Wagey, Yuma, Colo., at Yuma and Hyde, Colo.; Longmont Farmers Milling & Elevator Company of Longmont, Colo., at Longmont (2), Lafayette and Haxtum, Colo.; Reiner Smith Grain Company, Holyoke; Inter Mountain Milling Company, Malad,

Idaho. Six Trapp dumping equipments have been purchased by the Farmers Grain & Milling Company of Salt Lake City, Utah.

The Washington Wheat Growers Association was recently organized and plans are under way for the organization of similar associations in Oregon and Idaho. This would enable the farmers of the three states to co-operate in marketing their wheat by means of their own grain elevators and warehouses.

Capitalized at \$500,000, the Western Terminal Elevator Company has been incorporated at Spokane, Wash. The company will build the terminal grain elevator for the owners of the Centennial Mill Company. The incorporators are: G. I. Toevs, W. J. C. Wakefield and A. W. Witherspoon. The building will be erected in 1920.

## CANADA

A grain and hay business has been commenced at Chilliwack, B. C., by D. McDonald.

The contract for the construction of grain conveyor equipment at Berth No. 15, St. John Harbor, N. B., for the Dominion Government has been awarded.

The Barnett-McQueen Company of Ft. William has been awarded the general contract for the erection of the C. N. R. Elevator "B" at Fort William, Ont.

The Saskatchewan Government has made plans to advance money to the Saskatchewan Co-operative Elevator Company of Regina, Sask., to enable it to increase its elevator storage capacity to 1,500,000 bushels. This will increase the Government's loan to this firm to \$3,032,035.

Plans are under consideration at Kingston, Ont., for the deepening of the approach through the outer harbor to a depth of 25 feet. Also in the erection of dock frontage with grain elevator of 400,000 bushels' capacity and additional storage capacity of 2,400,000 bushels. The cost of all the improvements planned will be in the neighborhood of \$2,500,000.

Renewed pressure is being brought to bear under the new Government to have a grain elevator established at Toronto. Last session, \$1,000,000 was placed in the estimates for this purpose, but it was struck out by Parliament. Another deputation is to be appointed to confer with the Confederation authorities on the matter. It was pointed out that the Ontario Government was not being asked for a grant but merely representatives to the deputation. K. J. Dunstan, A. O. Hogg, Murray Brown, A. E. McCuaig and E. D. Tolchard of the Grain Section of the Toronto Board of Trade; J. J. Morrison, J. Z. Fraser, and A. A. Powers of the United Farmers of Ontario; and R. S. Gourlay, John Laxton and E. L. Cousins of the Harbor Commission were included in the deputation.

## MINNESOTA AND WISCONSIN

A. J. Shattuck has disposed of his interest in the Farmers Elevator at Clitherall, Minn.

Operations have been started in Elevator "I" of the Consolidated Elevator Company of Duluth, Minn.

Farmers around Conger, Minn., are contemplating organizing a company and building an elevator there.

Edward Jewett has sold his interest in the elevator at Marshall, Wis., to Frank Kleinschmidt of Deansville.

Electric motors have been installed to operate the grain elevator of the Farmers Company at Sawyer, Wis.

A cleaner for succotash has been installed in the plant of the Speltz Grain & Coal Company of London, Minn.

The Rosenberg Elevator Company has been incorporated to operate at Milwaukee, Wis. The capital stock of the firm is \$100,000.

The old Minneapolis & Northern Elevator located at Carlisle, Minn., has been taken over by Gustave Hanneman and Richard Wallin. They will remodel it and use it for storing hay for shipment.

The capital stock of the Capital City Milling & Grain Company of St. Paul, Minn., has been increased from \$500,000 to \$1,000,000. W. E. Coles,

Jr., is president of the firm. The company is planning on the erection of a new elevator to its "A" Mill.

Creig & Stockdale's elevator at Odin, Minn., has been purchased by the Hubbard & Palmer Company of Mankato. C. L. Olsen is agent.

Probably a modern 10,000-bushel elevator will be erected this spring at Cochrane, Wis., for the Cochrane Grain & Commission Company.

The contract has been let by the Farmers Elevator Company of Bellingham, Minn., for a large annex which will be modern in every detail.

Geo. G. Moe is now manager of the Northwestern Elevator at Grove City, Minn. He was formerly associated with the Grove City Produce Company.

The corn elevator of the Independent Co-operative Elevator Company at Litchfield, Minn., has been completed. The elevator has a capacity of 4,000 bushels.

M. E. Scroggins is president; L. M. Warden, secretary, and M. H. Woodward, treasurer, of the Brighton Elevator Company of Minneapolis, Minn., which was recently incorporated there.

John J. Hagen has purchased the elevator of the Northwestern Elevator Company of Minneapolis, Minn., located at Appleton, Minn. Possession is to be given the new owner on July 1, 1920.

Efforts are being made to interest farmers around Rosewood, Minn., in the organization of an elevator company. A. S. Holm, S. Swenson, P. Sorenson and G. J. Nordhagen are backing the project.

Louis Jagow's elevator known as the Weyer Elevator at Lomira, Wis., has been taken over by the Lomira Equity. The transaction includes coal sheds, warehouse, etc. Consideration amounted to \$3,500.

W. C. Brown's interest in the Brown & Conat Elevator Company at Claremont, Minn., has been purchased by Edward P. Kidder. The owners of the property will operate as the Duncan & Kidder Elevator Company.

Officers of the Consumers Grain Company are planning on forming a company to be known as the Consumers Elevator Company of St. Paul, Minn., capitalized at \$50,000. The company will build and operate a modern elevator.

## THE DAKOTAS

The Farmers Elevator Company of Chancellor, S. D., is rebuilding its elevator there.

S. R. Gaston of Sioux City has purchased the Western Elevator located at Missionhill, S. D.

The Persson Grain Company has let the contract for a 20,000-bushel elevator to be erected at Eakin, S. D.

The elevator of the Farmers Equity Elevator Company at Max, N. D., is to be overhauled and repaired.

C. W. Derr and Mann & Co.'s elevators at Virgil, S. D., have been purchased by the Farmers Equity Exchange.

The Farmers Elevator Company has sold its elevator at Petersburg, N. D., to the Equity Co-operative Exchange.

The farmers have purchased the Selfridge, N. D., elevator of the Winter-Truesdell Elevator Company. Consideration, \$10,000.

The H. E. Putnam Elevator at Jud, N. D., has been purchased by Stanley Jackson, formerly manager of the Farmers Elevator at Moselle.

Capitalized at \$100,000 the Farmers Co-operative Elevator Company has been incorporated at Emery, S. D., and will build an elevator there.

The Farmers Elevator Company has purchased the Sanborn Elevator located at Bigstone City, S. D. The firm formerly operated at Ortonville.

Improvements have been made to the plant of the Carlon Elevator at Avon, S. D. A truck dump, automatic scale, manlift and engine have been installed.

The elevator of the Hunting Elevator at Hudson, S. D., has been equipped with dump scales. The one at Worthington has been improved in this way also.

The Farmers Union of White Lake, S. D., has purchased the elevator there which has been owned and conducted by stockholders in the Farmers Ele-



vator Company. Most of the stockholders in the latter organization also hold stock in the Union so that the ownership will remain practically the same.

A four-story building at Fargo, N. D., has been purchased from the More Bros. Corporation by the Interstate Seed & Grain Company. The consideration was \$30,000.

The Farmers Elevator Company and the Lake Milling Company of Grenora, N. D., has consolidated and will operate as the Farmers Elevator Company. A. L. Tennis is manager.

Neil McKillip, Wm. Bartling and Geo. Buehler have incorporated at Pierre, S. D., as the Farmers Union Co-operative Elevator Company. The capital stock of the firm is \$100,000.

Capitalized at \$25,000, the Farmers Exchange Company has been incorporated at Lesterville, S. D., to handle grain, coal, feed, etc. Jos. F. Kolda, John Auch and J. A. Pekas are interested.

The Plumb Grain & Stock Company has filed articles of incorporation to operate at Plumb (r. f. d. Scotland), S. D., capitalized at \$25,000. The incorporators are: S. Haase, John Moth and W. C. Hiensman.

The contract has been let by the Farmers Elevator Company of Amherst, S. D., for a 60,000-bushel elevator. The elevator will have 26 bins, three legs, automatic truck attachments to scale and two Type "Y" Fairbanks Engines of 25 and 16-horsepower.

Trapp Auto Truck Dumps have been installed in the following South Dakota elevators: Rosebud Grain Company, Colome; A. A. Truax, White Lake; Theophilus Bros., Iroquois. Trapp Combination Truck and Wagon Dumps have been installed at elevators of Farmers Trading Company, Volin; Casper Steckler, Avon; John Burbeck, Avon; A. A. Truax, Mitchell, for his elevator at Chancellor; Farmers Co-operative Company, Philip; Mayer-Tschetter Company, Bridgewater, Emery and Dalton; Shanard Elevator Company at Bridgewater, Yale and Freeman; G. Heckenlabile, Bridgewater; David Rongust, Emery; Turner Grain Company, Viborg; Viborg Grain Company, Viborg; Farmers Elevator Company, White Rock; Farmers Elevator Company, Salem; Hartford Milling Company, Hartford.

## OHIO AND MICHIGAN

The elevator of the Coopersville (Mich.) Co-operative Elevator Company is to be remodeled.

A company is to be organized at Rockford, Mich., by farmers around there to operate a grain elevator.

A co-operative elevator company has been formed at Washington C. H., Ohio, by the farmers of that territory.

The Co-operative Association's elevator at Tecumseh, Mich., has been purchased by J. J. Walper and B. T. Craig.

The Foraker Grain & Supply Company has been organized at Kenton, Ohio, and will buy and operate a grain elevator.

The Bryan (Ohio) Farmers Co-operative Grain & Supply Company has increased its capital stock from \$25,000 to \$50,000.

The elevator of the co-operative company at Henderson, Mich., which it bought last June, has been improved. J. W. White is manager.

Alpha Evilsizer of Urbana has purchased the elevator of Omer Snyder at Tremont City, Ohio. Possession is to be given on March 1.

The charter of the Albion Farmers Elevator Company of Albion, Mich., has been amended and capital stock increased from \$40,000 to \$60,000.

Wm. Feuchter's business at West Park, Ohio, has been purchased by the Union Elevator Company. This firm will establish its second branch there.

The Bucyrus Equity Union Elevator Company has purchased the grain elevator of H. N. Oberlander at Bucyrus, Ohio. He will act as manager.

The capital stock of the Shawtown Grain Company which operates at Shawtown, Ohio, has been increased considerably. Its former capital stock amounted to \$20,000.

The Medina Farmers Exchange Company of Medina, Ohio, which conducts a grain, hay and implements business there, has increased its capital stock from \$25,000 to \$50,000.

The Gates Elevator Company and the Sheets Elevator Company have consolidated at Cleveland, Ohio. They will conduct a business at that place as the Sheets Elevator Company.

C. N. Ogle, William Lapp, K. O. Rodehaver, J. C. McVerry and T. J. Clark have incorporated the Walhonding (Ohio) Farmers Grain Company. The capital stock of the firm is \$50,000.

A grain elevator and mill is to be built at Grand Rapids, Mich., for the Valley City Milling Company. The elevator will have a capacity of 450,000 bushels with four unloading pits and separate receiving station. It will be equipped with hopper

and automatic scales and grain drier. The mill will have capacity of 2,400 barrels, electrically driven.

The elevators and warehouse formerly owned by T. G. Mercer and the Saranac Produce Company at Saranac, Mich., have been purchased by the Farmers Co-operative Elevator Company.

An elevator and store at Lockwood, Mich., has been purchased by the Gleaner Clearing House Association of Michigan. The property includes a large steel coal elevator with automatic loading machinery.

The Weidinger Elevator at Chillicothe, Ohio, has been leased by the Government to the Weidinger firm for the yearly rental of \$1,500. Operations are to be started in the plant at once. The lease is for a period of seven months.

An elevator of vitrified tile of 15,000 bushels' capacity is to be erected at Decatur, Mich., for the Decatur Co-operative Association. It will be equipped with automatic and dump scales, two motors and cleaning machinery. F. D. Adams is manager.

The Fristoe Grain Company has been incorporated to operate at Piqua, Ohio, capitalized at \$50,000. J. A. Manning, B. R. Fogt, C. K. Fogt, Nellie F. Fristoe and E. D. Fristoe are interested. This company will conduct the grain business formerly conducted as the Fogt Grain Company.

Capitalized at \$100,000, the Farmers Elevator & Supply Company has been incorporated at Tiffin, Ohio. The company may purchase the Trumpler Elevator on which an option has been obtained. John Gillig is president; Geo. McElheny, first vice-president, and Edson Carrick, second vice-president.

A farmers' co-operative elevator company has been incorporated at Summit (Cincinnati p. o.), Ohio, capitalized at \$25,000. Jackson Merrill is president; C. A. Waggy, vice-president; J. W. Blausser, secretary-treasurer of the firm. An option has been taken on the old mill property there owned by H. Clark.

## ILLINOIS

A farmers' elevator company is to be organized Ill.

A farmers' elevator company is to be organized at Canton, Ill.

The Berdan (Ill.) Farmers Co-operative Elevator Company has been completely organized there.

The Conover Grain Company's new 640,000-bushel elevator at East Peoria, Ill., has been completed.

W. P. Lillibridge's elevator and business at St. Charles, Ill., has been purchased by Geo. Marshall.

The interest of Carl Williams in the Abrams Grain Company at Sullivan, Ill., has been sold by him to his partner.

The elevator of Bader & Co., of Littleton, Ill., has been purchased by the Farmers Grain & Supply Company of Littleton.

Farmers of Belleville, Ill., are interested in the erection of a grain elevator. The company will also handle concentrated feeds.

A new elevator may be erected at Plainfield, Ill., for the Plainfield Elevator Company. J. A. Henebery is manager of the elevator.

The Highland Milling Company's elevator at Hagarstown, Ill., has been purchased by the Hagarstown Equity Union Exchange.

The Haywood Bros.' grain business at Gridley, Ill., has been purchased by D. N. and D. L. Rathbon. Consideration was \$21,000.

The Cairo Elevator at Cairo, Ill., is to be overhauled by the Illinois Central Railroad and will be ready for operation before March 1.

The Towanda (Ill.) Grain Company has been reorganized. The firm handles feed, seeds, coal, twine, etc. Geo. H. Geiger is president.

The Knox County Galesburg Elevator Company of Galesburg, Ill., will build a new elevator. It has increased its capital stock to \$30,000.

An elevator company is being organized at Irving, Ill., by the farmers. They will probably purchase the File & Gregory Elevator at Irving.

A new elevator is to be built at Rochester, Ill., for the Farmers Elevator Company. The elevator company purchased the site three years ago.

G. E. and J. H. Walsh have purchased the elevator and office of the Farmers Elevator Company of Campus, Ill. The consideration was \$13,000.

Improvements have been made to the elevator of the Saunemin Elevator Company of Saunemin, Ill. They cost \$1,100. Ballinger & McAllister did the work.

The Moweaqua Farmers Co-operative Grain Company was recently incorporated at Moweaqua, Ill., capitalized at \$50,000. The company will operate a grain elevator.

Thistlewood & Co., of Cairo, Ill., are rebuilding their elevator which burned. The new plant will be of concrete construction with unloading capacity

of 30 cars and sacking capacity of 35,000 sacks daily. The engineering and construction work is being done by L. A. Stinson of Chicago.

The elevator at Valma (r. f. d. Owaneco), Ill., owned by the Twist Bros. has been purchased by L. T. Jones & Co., owners and operators of the Palmer Elevator.

The Twist Bros.' two elevators at Taylorville and Callaway (Taylorville p. o.), Ill., have been purchased by J. E. Larkin. He will operate as J. E. Larkin & Co.

The grain, coal and lumber business of J. M. Greene & Son at Wapella, Ill., has been purchased by J. J. Boyer of Rock Island County. Possession was given on February 1.

The Winslow Co-operative Association of Winslow, Ill., has purchased the grain elevator and business of S. C. Larson who conducted a grain, feed and coal business there.

The McClure Bros.' two elevators at Arrowsmith, Ill., have been bought by J. Burt Porterfield. The elevators have capacity of 100,000 bushels. Possession is to be given on April 1.

The Thomas S. Smith Orchard Company of Chicago, will erect a new elevator at Drake, Ill., with capacity of 15,000 bushels wheat. Robt. Hicks will be manager of the new elevator.

The Tomlinson Farmers Co-operative Grain Company of Tomlinson (Rantoul p. o.), Ill., has been organized, capitalized at \$25,000. The firm will build an elevator or purchase one.

The capital stock of the Central Mill & Elevator Company of Bloomington, Ill., has been increased from \$50,000 to \$75,000. R. C. Baldwin is president and H. S. Eckart, secretary of the firm.

A new 40,000-bushel elevator is to be erected at Woodland, Ill., for the Farmers Elevator Company. It is equipped with two dumps, two legs, manlift, cleaner, automatic scales and a 25-horsepower engine.

Incorporation papers have been filed at Reynolds, Ill., as the Reynolds Farmers Co-operative Elevator Company. Its capital stock amounts to \$40,000. L. N. Lewis, A. Henry McConnell, D. C. Elliott, Geo. Scheiver and O. H. Lee are interested.

## INDIANA

A grain elevator is to be constructed at Cowen, Ind., this spring.

An addition is to be built to the plant of W. H. Small & Co., of Evansville, Ind.

An interest in the Reeves Elevator at Greenfield, Ind., has been purchased by Frank White.

The Latto, Ind., grain elevator has been purchased by the Nathan Grain Company of Ft. Wayne, Ind.

David Fisher and Kenneth, his son, have purchased M. J. Bown's elevator at Valparaiso, Ind.

The capital stock of the Hays Milling & Grain Company of Worthington, Ind., has been increased to \$150,000.

The interest of Clyde O. Powell in the Max Elevator at Lebanon, Ind., has been sold by him to Vern. Faulkinbury.

The capital stock of the Reeves Grain & Fuel Company of Charlottesville, Ind., has been increased from \$5,000 to \$15,000.

A feed grinder, operated by a 40-horsepower motor, has been installed in the elevator of the Stroh Elevator Company of Stroh, Ind.

The elevator of the Union Grain Company at Frankton, Ind., is to be enlarged and remodeled. New equipment will be installed.

An elevator company is to be formed at Anderson, Ind., which will buy and sell grain, and handle fuel, fertilizers and livestock feed.

The Independent Hay & Grain Company has purchased the business property of the Fischer Bros. Grain Company of Evansville, Ind.

Four large concrete tanks of 25,000 bushels' capacity each are to be erected at Huntingburg, Ind., for the Wallace Milling Company of Dale, Ind.

A two-story building, 50x60 feet, is to be built for the Farmers Co-operative Association of Goshen, Ind., north of its present building.

O. W. Florea, T. Wilson and Clinton Stanley have incorporated at Upland, Ind., to deal in grain. The capital stock of the firm amounts to \$30,000.

The elevator at Laporte, Ind., has been bought by the Union Mills Laporte County Shipping Association. The Association is capitalized at \$20,000.

A 20,000-bushel elevator is to be erected at Gilman (mail Alexandria), Ind., for the Farmers Co-operative Company. Perry Beck is secretary of the firm.

Incorporation papers have been filed by Fred Wrankee, Geo. Hartman and R. Beach as the Farmers Co-operative Company of Westville, Ind. The firm will operate an elevator and is capitalized at \$40,000.

Articles of incorporation have been filed at Crawfordsville, Ind., as the Farmers Co-operative Grain & Supply Company, capitalized at \$50,000. The



incorporators are: Geo. H. Downing, Chas. T. Stalker and Luther B. Steele. Company has purchased the elevator of Ed Lee & Son.

A preliminary certificate of dissolution has been filed by the Clinton Grain Company of Frakfort, Ind. The business will be continued as a partnership.

W. W. Evans & Son are succeeded in their business of operating a grain elevator at Pence, Ind., by J. O. Crane & Co. Possession was given on February 10.

W. Robbins, Hudson C. Paxton and Ernest L. Wolfe have incorporated the Pierceton Farmers Elevator Company of Pierceton, Ind. Its capital stock is \$30,000.

J. J. Adams' two elevators at Geneva, Ind., have been purchased by the Geneva Milling & Grain Company. They will operate as the Bryant Elevator Company.

The Blaine Equity Exchange's elevator at Blaine (Redkey r. f. d.), Ind., has been purchased by the Stafford Grain Company. The Equity Exchange is out of business.

The Crete, Ind., elevator of Richard & Simpson has been sold by them. They have purchased elevators at Savona and Glen Karn, Ohio, and will operate them after March 1.

Otto LeForge has sold his elevator which is located at Hamlet, Ind., to Arndt & Weinkauff of San Pierre. Mr. LeForge has purchased the elevator at Moran, Ind., from F. C. Ogle & Co.

To operate a grain elevator and flour mill, the Farmers Co-operative Company has been incorporated at Matthews, Ind., capitalized at \$50,000. G. S. Slater and Walter Penrod are among those interested.

A company has been organized at Wanatah, Ind., by the farmers. They have purchased the Bunnell & Bailey Elevator at Wanatah. Leo Gates, Clarence Fisher, A. Shurte, G. Howell, W. Osborne and Otto Fritz are interested.

The elevator of the Ambia (Ind.) Grain Company, which burned, is being rebuilt. The new house will be fireproof and equipped with oil engine, automatic scale, steel legs, sheller, cleaner, etc., and will be ready for operation in June.

The N. Y. C. Elevator at Mishawaka, Ind., formerly owned and operated by Burrell & Morgan, has been taken over by A. H. Burrell. He will operate with his son as A. H. Burrell & Son. The Burrell & Morgan Company was recently dissolved and the holdings of the firm divided between the partners.

The Patton & Zike Elevator at Morristown, Ind., and the property of the Morristown Grain Company have been purchased by the Wolf Grain Company of Morristown. They have consolidated and will operate as the Wolf Grain Company. The firm is capitalized at \$25,000 and is officered by the following: President, Henry G. Wolf; vice-president, E. N. Phillips; and secretary-treasurer, Paul H. Wolf.

## SOUTHERN AND SOUTHWESTERN

Probably a new concrete elevator will be constructed at Mountain Home, Ark., for D. Underhill.

The Mannia Export Company of Hammon, Okla., has sold its Cordell, Okla., elevator to D. Guy.

The grain business of the Wallace-White Company at Hope, Ark., has been discontinued by the firm.

The Bonifay Milling Company of Bonifay, Fla., is building a corn elevator there and is enlarging its mill.

The plant of the Oconee Milling & Grain Company at Dublin, Ga., which burned recently, is to be rebuilt.

The plant of the Newsome Feed & Grain Company at Petersburg, Va., which was destroyed by fire is to be rebuilt.

A grain and feed business has been opened at Wabbaseka, Ark. for Grover Cleveland. A brick building will be built.

The Smith Bros. of Fort Worth, Texas, are to rebuild their elevator which burned. B. K. Smith is president of the firm.

The Saint Grain Company of Houston, Texas, will erect a grain elevator warehouse three stories in height and costing \$8,000.

A permit has been granted the Trinity Grain Company of Dallas, Texas, to erect a grain warehouse there costing \$75,000.

The grain elevator of J. E. Shields & Co., at Marlow, Okla., is to be rebuilt and large corn crib and warehouse added to it.

The Farmers Grain & Lumber Company and the Farmers Milling Company of Dacoma, Okla., have consolidated. The capital stock has been increased to \$30,000.

E. W. M. King has acquired stock in the Blue Star Elevator Company of San Antonio, Texas, and will be general manager and vice-president of that company. His business at Fort Worth has been

purchased by the Simons Grain & Hay Company, Inc.

The farmers around Goltry, Okla., will rebuild their elevator there which burned. C. W. Chadd is manager of the company.

Thomas Waters, D. H. Neyers and C. D. Hall have incorporated as the Farmers Elevator Company of Ames, Okla. Its capital is \$20,000.

The Parlin Elevator & Mill at Byers, Texas, has been purchased by the Erwin Mill & Elevator Company. The firm will build an addition.

The Hutchinson Grain Company's elevators at Laverne and May, Okla., have been purchased by the Nelson Grain Company of Clinton, Okla.

The name of the Lack Redford Elevator Company at Paducah, Ky., has been changed to that of the Kentucky Elevator & Milling Company.

The grain elevator of the Blackwell (Okla.) Mill & Elevator Company is to be rebuilt. The elevator which it will replace burned with a loss of \$8,000.

S. C. Watson has purchased the elevator and mill of B. R. Moffett at Waxahachie, Texas. Mr. Watson has leased the plant to the Thomas Grain Company.

The Billingslea Elevator at Frederick, Okla., has been purchased by W. T. Eady and W. F. Lynch. They will handle feed, flour, coal, both wholesale and retail.

The Muleshoe, Texas, elevator of the Clovis Mill & Elevator Company has been purchased by E. P. Rogers and J. Elrod. Capacity of the elevator is 12,500 bushels.

A grain elevator of 25,000 bushels' capacity is to be erected at Floydada, Texas, for the West Grain Company. The firm operates at Plainview, Lockney and Aiken.

W. E. Cobb, E. T. Abersold and R. S. McConnell have filed articles of incorporation at Ecla, Texas, as the Ecla Grain Company. The company is capitalized at \$10,000.

The Farmers Mill & Elevator Company has been incorporated at Forgan, Okla., capitalized at \$15,000. S. H. Schlicht, P. N. Mayo and W. L. Beardsley are interested.

The Thompson Grocery Company has purchased the business of the Pineville Feed & Grain Company of Pineville, Ky. J. A. Whitaker is president of the grocery firm.

The Farmers Grain Company has been incorporated at Tulia, Texas, with capital stock of \$25,000. The incorporators are: W. C. Hulsey, W. W. Parker and J. Lee White.

Incorporation papers have been filed at Stephensport, Ky., by the Stephensport Mill & Elevator Company. R. L. Edmond, L. J. Perkins and Claude Mercer are interested.

Incorporation papers have been filed by the Hull Grain Company at Hull, Texas, capitalized at \$15,000. The incorporators are: S. B. Hindman, Will Wharton and A. B. Goodman.

S. Zorn & Co.'s grain business at Louisville, Ky., has been purchased by G. S. Zorn, Thomas Williams and Harry S. Volz. They will organize a new company, capitalized at \$200,000.

The elevator of the Jefferson County Products Company at Monticello, Fla., will be improved. Grinding and shucking machinery is to be installed and an up-to-date warehouse erected.

Eight new storage tanks of concrete and tile are being added to the plant of the Acme Milling Company of Oklahoma City, Okla., which will bring its storage capacity to 500,000 bushels.

The Hall & Ayres Grain Company of Plainview, Texas, has changed its name to that of the R. C. Ayres Grain Company. R. C. Ayres, A. B. DeLoach and D. H. Collier are interested.

The Turner-Young Grain Company has been incorporated at Mobile, Ala., capitalized at \$50,000. J. T. Turner is president-treasurer; H. Young, secretary of the firm. C. W. Stanton is a director.

The elevators, yards, etc., of the Cogar Grain & Coal Company at Harrodsburg, Ky., have been sold to B. Hudson and John Davis of Danville. The reported price was \$30,000. Edward Dillehay will have charge of operations.

To conduct a grain, seed, hay, flour, fertilizer and real estate business, the Neeld-Gordon Company was incorporated at St. Petersburg, Fla. B. C. Neeld is president; A. T. Blocker, vice-president and G. M. Gordon, secretary.

Articles of incorporation have been filed at Hennessey, Okla., as the Farmers Elevator & Co-operative Association, capitalized at \$50,000. Joseph Franks, N. L. Brown and Henry Ludwig are interested. Will build fireproof elevator.

The Farmers Federation of Cherokee, Okla., have purchased two Trapp Combination Truck and Wagon Dumps for its elevators, and the Crowell Bros. of Alva, Okla., and the Farmers Co-operative Association of Alva, Okla., one each for their elevators, and C. W. Goltry, for elevators at Kremlia, and Waukomis, Okla. The Blackwell Milling &

Elevator Company of Blackwell, Okla., will equip its entire line of elevators with Trapp Dumping Systems. This makes an order of 21 dumps to go to them.

The Shenandoah Valley Milling Company of Riverton, Va., is to build a 40,000-bushel grain elevator. The contract for a 1,600-horsepower hydro electric plant; 800-horsepower machinery, costing \$28,000 has been let to Deverell, Spencer & Co.

C. E. Reid is president; P. E. Hammons, vice-president and C. A. Kizzia secretary and treasurer of the C. E. Reid Company, Inc., of Delight, Ark. The company conducts a grain and general merchandise business. Its capital stock is \$40,000.

## MISSOURI, KANSAS AND NEBRASKA

A grain business is being conducted at Randolph, Neb., by J. L. Dennis.

Work has been completed on a 250,000-bushel elevator at Carthage, Mo.

A. A. Alley's interest in the Alley Grain Company at Mercer, Mo., has been sold by him.

Improvements are being made to the elevator of the Atlanta Equity Exchange of Atlanta, Neb.

The Bennett Grain Company of Potter, Neb., has changed its name to that of the Potter Grain Company.

The interest of John Getter in the Schwartz Grain Company at El Dorado, Kan., has been sold by him.

The S. J. Douglas Elevator at Rockford, Neb., has been purchased by O. Ruyle, manager of the Farmers Union.

Several large storage bins are to be built for the Farmers Union of Hackney, Kan., near the elevator, this spring.

Henry Winter of Meriden, Kan., has disposed of his elevator there to the Farmers Union Co-operative Association.

The capital stock of the Farmers Elevator & Trading Company of Martel, Neb., has been increased to \$25,000.

The Ferguson Elevator Company of Scottsbluff, Neb., has leased its holdings to the Foster Grain Company of Lincoln.

W. J. Ebersole's elevator at New Hampton, Mo., has been taken over by the Farmers Grain Produce & Mercantile Company.

Oil burners have been installed in the engine room of the Ellinwood Milling & Elevator Company of Ellinwood, Kan.

Two elevators at Hayland and Prosser, Neb., have been purchased by the Hayland Farmers Union. Consideration was \$18,400.

The Wells-Abbott-Nieman Company of Schuyler, Neb., has equipped its elevator with two No. 15 Improved Kennedy Wheat Heaters.

Root & Kern have purchased the grain and feed business of Hornby & Elwell at Bassett, Neb. Possession was given on January 15.

The capital stock of the Farmers Elevator, Produce & Supply Company of Harrisonville, Mo., has been increased from \$10,000 to \$20,000.

To handle grain, etc., the Community Improvement Company has been formed at Elwood, Neb. The capital stock of the firm is \$100,000.

An organization has been completed at Cherry (Mineral p. o.), Kan., by farmers of that vicinity which will erect and operate a grain elevator.

The Arkansas City Milling Company of Arkansas City, Kan., has let the contract for the erection of additional storage tanks of 250,000 bushels' capacity.

Phillips County Farmers Union expect to erect a fireproof elevator this spring at Phillipsburg, Kan. R. F. Anderson is general manager of the firm.

The contract has been let by the Associated Mill & Elevator Company for the erection of a modern, reinforced steel and concrete elevator at Mayetta, Kan.

The Clarkesville Elevator Company of Kissinger, Mo., has changed its name to that of the Kissinger Elevator Company. It will build a new warehouse there.

The capital stock of the Farmers Grain & Supply Company of Carrollton, Mo., has been increased from \$10,000 to \$25,000. The firm operates two elevators.

E. A. Fulcomer is succeeded as manager of the grain and coal business at Belleville, Kan., by Paul J. Fulcomer. He has been active in the business for 27 years.

New tanks, elevator and headhouse of concrete, and of 30,000 bushels' capacity are to be built at Clinton, Mo., for the Larabee Flour Mills Corporation of Kansas City.

The Paragon Mills Company has been incorporated at Springfield, Mo., and will do a general grain business and manufacture and handle feed for animals. Capital stock is \$100,000. A. D. Al-



len, S. P. Tracy, R. E. Laughlin, A. A. Johnson and J. W. Widmer are interested.

The H. W. Smith Hay & Grain Company has been incorporated at Fredonia, Kan.

The W. H. Hurley Grain Company's elevator at Rockville, Mo., has been purchased by Chas. Marquis.

An iron clad warehouse has been completed at La Duc, Mo., for the La Duc Grain & Supply Company.

An addition is being built at Sanford, Kan., for J. W. Mead. This addition will have capacity of 2500 bushels.

The La Crosse (Kan.) Milling & Grain Company is planning on building large concrete storage tanks there, it is reported.

The Linn Elevator at Atwood, Kan., has been purchased by C. N. Conquest. He will make improvements on it.

A Richardson Automatic scale has been installed in the elevator of the Farmers Union Co-operative Association of Swedesburg, Neb.

Clifford Morse has purchased Will Baker's interest in the De Soto (Mo.) Elevator Company. The change was effective February 1.

M. L. Hayes and J. W. Meyer have formed a new company at Liberal, Kan., which will operate a grain business as the Hayes-Meyer Grain Company.

The Schrader Bros. of Hillsboro have purchased the elevator at Lyndon, Kan., owned and managed by Fred and Henry Anstaett during the past year.

The Farmers Grain & Supply Association has been chartered at Berwyn, Neb. Its capital stock is \$5,000. The company will handle grain and lumber.

A 35,000-bushel elevator has been completed at Grand Island, Neb., for the Farmers Educational & Co-operative Union. The elevator will be of vitrified tile construction.

The Farmers Produce Association has been incorporated at Ruskin, Neb., and will handle grain, lumber, coal and implements. The company is capitalized at \$15,000.

The Farmers Co-operative Grain & Milling Company has filed incorporation papers at Genoa, Neb., capitalized at \$100,000. The firm will handle farm products, coal and lumber.

Eight concrete tanks are to be erected at Salina, Kan., for the Robinson Milling Company. This will bring the total storage capacity of the company to over 300,000 bushels.

D. B. Lehman is president of the farmers' co-operative grain company which was organized at Halstead, Kan., to conduct a grain business. They will operate the Farmers Elevator.

Capitalized at \$15,000, the Farmers Co-operative Association has been organized at Baileyville, Kan., by Geo. Haiman, E. W. Meyer and Harry Helsner. The firm will conduct a grain elevator, etc.

J. H. Dougan & Son's elevator at Harveyville, Kan., has been sold by them to the Harveyville Business Grange Association. Possession was given on February 10. Consideration, \$10,000.

Articles of incorporation have been filed at Flowertown, Neb., as the Farmers Union Co-operative Supply Company. The company will buy and sell grain, seeds, hay, etc., and is capitalized at \$10,000.

To conduct a grain, hay and livestock business, the Farmers Union Co-operative Company has been incorporated at Adams, Neb. L. Barmore, Henry Rabel, T. Thalen and C. Rabel are the incorporators.

The McCormick Bros.' elevator and warehouse at Chillicothe, Mo., has been purchased by Jas. W. Hill and Fred Goff. The McCormick Bros. have been in business for 19 years and will now retire from business.

W. S. Owen's interest in the Halliburton-Owen Grain Company of Brunswick, Mo., has been purchased by D. R. Halliburton. Mr. Owen still retains his interest in the Keytesville Elevator. He will go with the Carlisle Grain & Commission Company of Kansas City, Mo.

Elevators have been completed at Galatia, Stickney and Beaver, Kan., for the United Elevators Company which was recently incorporated. The company is building at Hirschman, Susak and Millard, Kan., and will build elevators at Fahrman and Eskridge, Kan., this spring.

The Trapp-Gohr-Donovan Company of Omaha, Neb., has furnished the following firms with Trapp Combination Truck and Wagon Dumps for their respective elevators: O. M. Kellogg Grain Company of Denver, Colo., for its Benkelman, Neb., elevator; Farmers Grain & Supply Company, Merina, Neb.; York Milling Company, York, Neb.; Alexander Milling Company, Winfield, Kan.; J. W. Velte Grain Company, Grant, Neb. The following have installed Trapp Auto Truck Dumps: St. Francis (Kan.) Milling Company; Newton Milling & Elevator Company, Newton, Kan., four; Kingman (Kan.) Mills, two; Colorado Milling & Elevator Company, Dodge City, Kan.; Security Flour Mills Company, Abilene, Kan., three; Lyons Milling

Company, Lyons, Kan.; Keystone Milling Company, Larned, Kan.; Central Granaries Company, for Trumbull, Neb., elevator; Beloit Milling Company, Beloit, Kan.

## IOWA

The elevator of J. W. Hedges at Akron, Iowa, is to be remodeled.

Four elevators may be erected this spring by O. A. Talbott & Co., of Keokuk, Iowa.

The contract has been let by M. Young & Co., for remodeling their elevator at Winterset, Iowa.

The Sioux Center, Iowa, elevator of the Cargill Elevator Company has been leased to D. Vandenburg.

Bowles-Billings-Kessler Grain Company's elevator at Thor, Iowa, is now the property of B. P. Greenfield.

The Ontario Grain & Fuel Company's elevator at Ontaria, Iowa, of 25,000 bushels' capacity, has been completed.

The elevator of Garland & Towne at Jamaica, Iowa, is being remodeled and equipped with new machinery.

The elevator of Miner & Wenger at Guernsey, Iowa, has been sold by them to Gilchrist & Co., of McGregor, Iowa.

The Granville Co-operative Grain Company of Granville, Iowa, has equipped its plant with a 20 horsepower engine.

The elevator of Mullen & Hunter at Gilmore City, Iowa, has been purchased by the Gilmore Grain & Elevator Company.

An elevator at Hartley, Iowa, has been purchased by Chas. Pavik. He also bought one at Moneta. Possession was given at once.

The elevator and grain business of the Irving Mercantile Company at Irving, Iowa, has been purchased by the Blaha Bros.

Farmers around Prescott, Iowa, are interested in the formation of a co-operative elevator company which will incorporate for \$10,000.

The elevator and grain business at Legrand, Iowa, which was formerly operated by B. L. Cook has been purchased by Harry Miller.

The Bowles-Billings-Kessler Grain Company's Elevator at Corwith, Iowa, has been sold to the Corwith Co-operative Grain Company.

The Farmers Co-operative Elevator Company has been organized to operate at Eldon, Iowa. A. E. Veline is temporary secretary of the firm.

The Brushy Elevator & Mercantile Company's elevator at Brushy (r. f. d. Duncombe), Iowa, has been purchased by Mills & Co., of Duncombe.

An elevator costing between \$20,000 and \$25,000 is to be erected at Truesdale, Iowa, for the Farmers Elevator Company. J. F. Barnes is manager.

Capitalized at \$25,000, the Callender Grain Company has been incorporated at Callender, Iowa. Vincent Hayck and A. M. Peterson are interested.

The elevator at Riceville, Iowa, formerly operated by J. A. Leary, has been purchased by John M. Doyle. The firm will do general feed grinding.

The plant of the Brouse Grain & Lumber Company at Dedham, Iowa, is to be overhauled and improved. New machinery is also to be installed.

The plant of the Middleton Elevator Company at Middleton, Iowa, has been purchased by the Farmers Co-operative Union. Maurice Otter is manager.

The Farmers Grain Company was recently organized at Webster City, Iowa, capitalized at \$35,000. H. O. Baird is temporary secretary of the firm.

A modern 65,000-bushel elevator is to be erected at Glidden, Iowa, next spring. The plant will have six bins, 14x65 feet. The structure will cost \$27,500.

Robert Whitaker's elevator at Dallas Center, Iowa, has been purchased by the Farmers Co-operative Company. Mr. Whitaker retires from business.

Bert Elliot, Tom and Walter Moore, Harry Dickson and Lewis Rinehart have purchased the Turnin Elevator at Castana, Iowa. Frank Spencer is manager.

The recently incorporated Farmers Co-operative Company of Eldora, Iowa, has purchased the North-Western Elevator from John Potgeter and will take possession soon. Herman G. Gast is president of the firm.

The Farmers Elevator Company of Council Bluffs, Iowa, has changed into a co-operative company. Its capital stock also has been increased from \$15,000 to \$40,000. The firm handles grain, livestock and coal. Samuel McMullen is president.

The following Iowa firms have equipped their elevators with Trapp Truck Dumps: Edmonds-Londergan Company, at Marcus and Hinton; B. B. Anderson & Sons, Estherville; Turner Bros., Red Oak; Alta Roller Mills Company, Alta; Quaker Oats Company in elevators at Alta, Havelock, Meri-

den, Neola, and Washta; Farmers Co-operative Company, Roland. The Farmers Trading Company of Laurens has equipped its elevator with a Trapp Combination Truck and Wagon Dump.

The elevator and grain business of Rohlk & Goettsch at Dixon, Iowa, has been purchased by the recently organized Dixon Co-operative Company.

The new 75,000-bushel elevator of the Van West Grain Company at Pocahontas, Iowa, has been completed and was put into operation the first of February.

The Bremer & Bremer Elevator at Lester, Iowa, has been purchased by Chas. Pavik, formerly manager of the Farmers Elevator Company of Primghar.

The Flinders Grain Company has purchased the property of E. Mann at Calumet, Iowa. The latter has conducted the grain business there for a number of years.

The S. G. Compton & Son Elevator at Guthrie Center, Iowa, has been purchased by the Cre-Sol Chemical Company and will be torn down. The site will be used for trackage purposes.

A. W. Randall is president; R. E. Narbor, vice-president and S. D. Price, secretary and treasurer of the Grundy Grain Company of Conrad, Iowa. The capital stock of the firm is \$50,000.

The Farmers Co-operative Company has been organized at Terril, Iowa, and will erect a grain elevator. The capital stock of the firm is \$25,000. Francis Johnson and David Woods are interested.

Capitalized at \$50,000, the Farmers Co-operative Elevator Company has been incorporated at Indianola, Iowa. Frank Lester is president; A. Dyer, vice-president, and W. T. Sinnard, secretary and treasurer.

The Farmers Terminal Elevator Company of Sioux City, Iowa, has made plans for the erection of a work house of 190,000 bushels' capacity. It will be large enough to take care of double the initial capacity.

Lamis Hoose & Co., of Eddyville, Iowa, have purchased a site at Chillicothe, Iowa, on the main line of the "Q" for the purpose of erecting a small elevator and possibly installing a lighting system in connection with it.

The Terminal Elevator Company was recently incorporated at Cedar Rapids, Iowa, capitalized at \$1,000,000. The firm is officered by the following: President, J. R. Murrel, Jr., president of the King-Wilder Grain Company; vice-president, C. R. Chandler; secretary, O. Mosher, Jr.; treasurer, Sutherland C. Dows. It is the plan of the firm to build a 1,000,000-bushel elevator there and operate it. It will be built in units as quickly as business demands it.

THE name of the Degentesh-Richardson Company, Milwaukee, Wis., dealers in feed and flour has been changed to the Degentesh Bros. Company. Geo. Degentesh is secretary of the firm.

A MODERN seed house was opened at Pine River, Minn., by the Pine River Seed House. It will handle seeds grown in Minnesota. Modern testing and germinating appliances, cleaner and separators have been installed. H. I. Davey is manager.

L. M. FOSTER, M. L. Webster and Harry Keister have incorporated the Webster Davenport Seed Company of Davenport, Iowa. A three-story brick building has been purchased. The new company will do a wholesale and retail business. The capital stock of the firm is \$500,000.

REPORTS show that this year's seeding to rye in the United States is only 85 per cent of that of last year which is 6.6 per cent below the 10-year average. The total acreage for this year is 5,530,000 acres as compared with 6,820,000 acres last year.

EDMONTON, Alta., has been made a grain sub-inspection point and in future grain going into the city to be unloaded there or sent to intermediate points where there is no inspector, will be classified and carry official inspection grading before being sent out.

W. J. MENSENDIECK of the Mensendieck Grain Company of Kansas City, recently bought a draft for 10,000 marks for \$110, including a brokerage fee of \$5. The money was sent to relatives in Germany.

*Editor American Elevator and Grain Trade:*—Last July T. J. Byrnes of St. Marys, Kan., sold his interest in the Byrnes & Feighny elevator at Emmett to the Farmers' Union here. John T. Feighny, who was Mr. Byrnes' manager, is now manager for the Farmers' Union Elevator Company. I like to read your paper, the "American Elevator and Grain Trade," and think it is well worth the money. Please continue to send it, but change the address from Byrnes & Feighny to the Farmers' Union Grain & Elevator Company, Emmett, Kan. FARMERS UNION GRAIN & ELEVATOR COMPANY, Emmett, Kan.



# OBITUARY

**ANDREWS.**—L. Clayton Andrews died on February 7, from pneumonia which followed an attack of influenza. He was well known to the Minneapolis, Minn., grain trade and was wheat salesman with the Van Dusen-Harrington Company for six years. He had been in the grain business in Minneapolis for 29 years. He was 50 years old. His widow survives him.

**BRANNOCK.**—A. L. Brannock died on January 4 at Neosho, Mo. He was a former member of the Kansas City Board of Trade and was manager of the Missouri & Kansas Grain Company of Neosho.

**CHESNHALL.**—M. D. Chesnhall died suddenly at Burleson, Texas. He was president of the Burleson Mill & Elevator Company.

**DIGGS.**—Aged 84 years, Samuel J. Diggs died at Baltimore, Md., on January 26. He was formerly connected with Samuel J. Diggs & Son, grain, hay, and feed dealers. Sixteen years ago he sold out to Richard H. Diggs, his son.

**FERRELL.**—W. F. Ferrell of W. F. Ferrell & Co., died at Richmond, Va., on January 5. He was a member of the Grain Exchange.

**FREYMARK.**—After an illness from pneumonia, R. G. Freymark died, aged 45 years, on February 11 at his home in Maywood, a suburb of Chicago, Ill. He had been associated with J. P. Griffin & Co. for 15 years and several months ago went with J. S. Bache & Co.

**GRAVES.**—Oswald Graves died suddenly at St. Louis, Mo. He was St. Louis representative for Lamson Bros. & Co., and was well-known to St. Louis grain men.

**HUNTER.**—Moses Hunter, well-known in grain circles, recently passed away at his residence in Toronto, Ont.

**JONES.**—On January 27 at St. Petersburg, Fla., W. Frank Jones died from angina pectoris. Mr. Jones was associated with the seed firm of Cadwell & Jones of Hartford, Conn. He had been with this firm for 50 years.

**KING.**—Harry R. King died suddenly from heart trouble on January 23 at Louisville, Ky. He was grain inspector at Louisville for the Southern Railway.

**NEALL.**—On January 15, aged 72 years, Samuel W. Neall died at Philadelphia, Pa. He was well-known in grain and flour circles. When he retired in 1914 he was assistant superintendent of the Girard Point Elevator. He was one of the first superintendents of the old Washington Avenue Elevator which was owned by the Pennsylvania Warehouse & Drying Company.

**PALMER.**—After a short illness, Ed. P. Palmer died at Omaha, Neb., on January 31. Mr. Palmer was manager of the Omaha office of Dyer & Co., of Kansas City and was well-known to those in the hay trade. He started in business at Kansas City.

**PETERS.**—G. Peters died suddenly from heart disease. Mr. Peters was associated with the Peters-Elliott Commission Company of Kansas City, Mo., and for 19 years was chief inspector for the Kansas City Hay Dealers Association.

**REED.**—On January 17, David K. Reed died at his home in Roxbury, Mass. He was for many years identified with the grain and flour business at Boston, Mass. He retired from active business 10 years ago but since that time had been a regular visitor at the Chamber of Commerce. In 1870

he formed a flour company but retired from this in 1881 and organized D. K. Reed & Son, wholesale grain dealers. He continued in business until the death of his son, Geo. F. Reed. Soon after he retired from active business. He was a member of the old Corn Exchange, joining that organization in 1876. He continued his membership through the various changes made in that organization. His widow and two daughters survive him.

**PHILLIPS.**—On January 14, John Phillips died at Toronto, Ont. He was well-known to the grain trade of Toronto and had been connected with L. Coffey & Co., for 30 years.

**SHELLABARGER.**—W. L. Shellabarger died of pneumonia at Decatur, Ill. He was at one time in the grain business and operated a line of 10 eleva-



THE LATE W. L. SHELLABARGER

tors in and around Decatur, but had recently been in the automobile business. At one time Mr. Shellabarger was a director of the Illinois Grain Dealers Association.

**SIMONDS.**—Victor Simonds died at Garden City, Kan., recently from pneumonia. He was at one time with Simonds-Shields Grain Company and the Lonsdale Grain Company.

**SMITH.**—A. H. Smith died at a St. Louis, Mo., hospital following an operation. He was a member of the Enforcement Division of the United States Grain Corporation and was at the Minneapolis office. He was 35 years old.

**WADDICK.**—Thos. M. Waddick died at Los Angeles, Calif. He formerly was engaged in the grain business at Minneapolis and operated offices at Minneapolis and Minot, N. D. His widow survives him.

tons oil meal, 15 tons dairy feed, 23 tons bran, 65 barrels salt and 600 pounds calf meal, flour and middlings at the time of the fire.

**Dublin, Ga.**—Fire destroyed the plant of the Oconee Milling & Grain Company with a loss to the firm of \$25,000.

**Burford, Ont.**—On January 15 with a loss of \$20,000, the elevator of the Burford Grain & Coal Company was destroyed.

**Toledo, Ohio.**—Fire broke out in the Toledo Terminal Warehouse damaging 1,600 bags of timothy seed belonging to two Toledo firms.

**Marquette, Mich.**—On January 20, fire nearly destroyed the elevator of F. B. Spear & Sons. All of the grain bins were partially destroyed; the elevator machinery was a total loss and about five

carloads of corn, oats and flour was lost. Loss amounted to \$15,000; partially covered by insurance. The building will be rebuilt.

**Philadelphia, Pa.**—Joseph Weber's grain and feed warehouse was damaged by fire of unknown origin. The loss amounted to \$5,000.

**West Point, Miss.**—S. A. Scott's hay barns were burned. Loss amounted to \$9,000; insurance, \$5,000. A modern warehouse will be built at once.

**Lufkin, Texas.**—Behannon Bros.' grain and feed plant was destroyed by fire on January 4 with a loss of \$12,000. The plant will be rebuilt at once.

**Petersburg, Va.**—Fire caused serious damage to the plant of the Newsome Feed & Grain Company here on January 13. Loss amounts to about \$10,000.

**Louisville, Ky.**—The Louisville Cotton Seed Products Company, which handles feed, meal, cotton, seed, etc., suffered fire loss recently amounting to \$35,000.

**St. Paul, Minn.**—Damage amounting to \$5,000 was done to the elevator of Tierney & Co., on January 12 by fire. Part of the loss is covered by insurance.

**Southam, N. D.**—Fire destroyed the elevator of the Minnesota Grain Company on January 16. Nine thousand bushels of grain were burned. The loss amounted to \$40,000.

**Shepardsville, Mich.**—A. H. Bullard's grain elevator was destroyed by fire recently. Loss amounted to \$5,000; insurance of \$3,000 carried. The cause of the fire is unknown.

**Winchester, Ind.**—Fire, resulting from a choke, occurred in the elevator of the Goodrich Bros. The loss amounted to \$500. A quantity of flour was soaked. The loss is covered by insurance.

**Carlisle, Ind.**—Harry D. White's elevator and flour mill burned on January 12. The elevator contained 5,000 bushels wheat. The total loss amounted to \$25,000; insurance of \$5,000 was carried on it.

**Ilderton, Ont.**—The elevator and mill here were burned. They were recently purchased by the United Farmers of Ontario from James McIntosh. The transfer was to have taken place on February 1.

**Hickman, Neb.**—J. G. Norcross' grain elevator burned with a loss of \$30,000. Ten thousand bushels grain valued at \$20,000 were consumed. Loss on building, \$7,500. J. E. Judah is manager of the elevator.

**Thorntown, Ind.**—The elevator of the Thorntown Grain Company was destroyed by fire recently. About 15,000 bushels grain were also destroyed. The loss is covered by insurance. The fire was of undetermined origin.

**Toledo, Ohio.**—Thousands of barrels of flour and a considerable quantity of hay, grain and mixed feeds were destroyed when fire broke out in the feed store of Fred Adams & Son on January 20. The estimated loss was \$50,000.

**Hemans, Mich.**—The elevator owned by the Thos. Wilson Estate burned with a loss of 100 tons hay, 250 bushels barley, 130 bushels wheat and 6,000 bushels beans. David Daugherty is manager. The fire started in a hay shed.

**Adams, N. D.**—Fire which broke out on January 16 in the office of the Farmers Elevator at Adams, N. D., totally destroyed the office but did not touch the elevator proper. The property was fully covered by insurance and will be rebuilt immediately.

**Fort Collins, Colo.**—The grain elevator of Moody-Warren was destroyed by fire including 5,000 bushels wheat, six carloads of corn, three carloads of oats, two carloads of malt and a carload of barley. The total loss amounted to \$35,000; insurance \$17,000.

**Edmore, Mich.**—The elevator owned by W. S. Johnson was totally destroyed by fire on January 13. The loss amounted to \$14,000; partly covered by insurance. In addition to the building 600 bushels beans and 300 bushels wheat were destroyed by the flames.

**Darlingford, Man.**—The Darlingford Farmers Elevator Company, Ltd., suffered loss by fire in their 42,000-bushel elevator. Loss amounted to \$7,000 on the elevator and \$30,000 on contents. Nearly 10,000 bushels of grain in the elevator and a car of oats were destroyed.

**Mount Auburn, Iowa.**—Fire destroyed the elevator of the King-Wilder Grain Company of Cedar Rapids located here. About 1,000 bushels oats and 1,000 bushels corn were also burned, in addition to the machinery. The fire originated in the engine room. The elevator will be rebuilt.

**Jolley, Iowa.**—Fire completely destroyed the elevator of the Farmers Elevator Company. The elevator held 14,000 bushels corn and oats, a great part of which was lost. Loss amounted to between \$5,000 and \$6,000. Insurance amounting to \$18,000 was carried on the elevator and its contents. Cause of fire is unknown.

**Fort Worth, Texas.**—Fire, which is believed to have started from friction in the machinery, destroyed the elevator of the Smith Bros. and caused

# FIRES—CASUALTIES

**Bethlehem, Pa.**—Fire destroyed the feed and flour warehouse of H. H. Lynn & Co., with a loss of \$25,000.

**Toronto, Ont.**—Fire recently broke out in the establishment of Campbell & McNab, grain and flour dealers.

**Ford, Kan.**—Fire damaged the elevator of the farmers there.

**Blackwell, Okla.**—The elevator of the Blackwell Mill & Elevator Company was damaged by fire with a loss of \$8,000.

**Ashippun (Oconomowoc p. o.), Dodge County, Wis.**—Armour Grain Company's elevator was recently destroyed. The building contained 12,000 bushels wheat, 47,000 bushels corn, 50,000 bushels rye, 40,000 bushels barley, 8,000 bushels oats, 15



# THE AMERICAN ELEVATOR AND GRAIN TRADE

a loss which will total \$200,000. The elevator had a capacity of 250,000 bushels, but contained much less than that at the time of the fire. The grain was practically ruined.

The Gordon, Haus, Folk Company of St. Marys, Ohio, has reorganized. R. B. Gordon is president and F. Folk, vice-president; Harold Folk, secretary.

The elevator of the White Bros. of Scotts, Mich., at Leonidas, Mich., has been sold by them. The White Bros. expect to engage more extensively in the grain, feed and hay business.

The Marion Grain & Supply Company has been incorporated at Marion, Ohio, capitalized at \$150,000. C. E. Schaad, A. H. Trout, C. M. Briggs, H. T. Myers and D. Head are interested.

An elevator and flour mill has been recently completed at Bancroft, Mich., for the Hankins Bros., grain and bean dealers of Lansing, Mich. The mill is to have a capacity of 100 barrels per day.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for January 1920:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	500,461	1,617,566	1,080,181
Corn, bus....	542,090	348,556	70,572
Oats, bus....	274,678	927,049	50,000
Barley, bus..	12,679	179,531	.....
Rye, bus....	1,523,885	171,373	275,861
Hay, tons....	2,341	2,614	.....
Flour, bbls..	141,267	667,455	164,131

**CHICAGO**—Reported by John R. Mauff, secretary of the Board of Trade:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	1,814,000	3,552,000	3,590,000
Corn, bus....	8,124,000	7,958,000	3,903,000
Oats, bus....	7,297,000	6,606,000	5,776,000
Barley, bus..	1,000,000	2,714,000	427,000
Rye, bus....	754,000	1,343,000	803,000
Timothy Seed, lbs. ....	2,383,000	1,578,000	2,913,000
Clover Seed, lbs. ....	2,154,000	1,974,000	1,695,000
Other Grass Seed, lbs....	3,196,000	1,108,000	2,072,000
Flax Seed, bus.	200,000	131,000	.....
Broom Corn, lbs. ....	2,174,000	650,000	1,527,000
Hay, tons....	21,562	25,129	2,233
Flour, bbls..	1,144,000	622,000	802,000

**CINCINNATI**—Reported by G. F. Munson, chief inspector of the Grain and Hay Exchange:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	189,600	241,875	265,200
Corn, bus....	298,800	445,500	222,000
Oats, bus....	314,000	292,800	208,000
Barley, bus..	5,200	.....	.....
Rye, bus....	13,200	36,300	4,800
Ear Corn, tons	53,600	46,900	.....
Feed, all kinds, tons ....	3,420	3,300	.....
Hay, tons....	9,636	11,990	.....

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	374,961	9,281,153	607,064
Oats, bus....	30,454	72,964	56,111
Barley, bus..	36,519	371,954	3,096
Rye, bus....	1,544,214	1,872,265	26,544
Flax Seed, bus.	88,417	215,567	62,615
Flour, bbls..	97,805	46,530	86,095

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	254,800	121,250	101,100
Corn, bus....	1,870,400	2,550,000	1,443,400
Oats, bus....	1,214,000	760,400	1,154,000
Rye, bus....	23,800	17,500	21,000
Hay, ears....	131	.....	255

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	6,737,850	1,691,550	4,907,250
Corn, bus....	1,275,000	4,491,250	563,750
Oats, bus....	676,600	1,555,500	649,500
Barley, bus..	339,000	469,500	137,800
Rye, bus....	77,000	37,400	105,600
Kaffir & Milo, lbs. ....	744,700	152,900	237,000
Hay, tons....	84,264	44,796	41,304
Flour, bbls..	80,600	47,450	343,200

**MINNEAPOLIS**—Reported by J. P. Larawa, statistician of the Chamber of Commerce:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	10,101,180	4,181,940	3,763,540
Corn, bus....	1,077,340	1,429,940	971,550
Oats, bus....	1,235,320	3,239,150	1,929,890
Barley, bus..	896,140	2,049,710	923,800
Rye, bus....	852,860	684,260	1,908,120
Flax Seed, bus.	340,410	557,740	19,250
Hay, tons....	2,420	2,333	894
Flour, bbls..	90,482	115,818	1,886,379

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	1,013,200	2,315,000	.....
Corn, bus....	99,400	90,000	.....
Oats, bus....	1,282,000	1,102,000	.....
Barley, bus..	471,600	600,000	.....
Rye, bus....	1,034,200	946,000	.....
Timothy Seed, lbs. ....	.....	1,093	.....
Clover Seed, lbs. ....	7,914	728	.....
Hay, tons....	11,271	6,740	.....
Flour, bbls..	635,750	808,000	.....

**NEW ORLEANS**—Reported by Geo. S. Colby, chief grain inspector and weighmaster of the Board of Trade, Ltd.:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	1,092,000	1,400,400	1,585,200
Corn, bus....	2,552,200	4,366,600	1,978,600
Oats, bus....	1,146,000	2,280,000	1,412,000
Barley, bus..	79,200	725,400	95,400
Rye, bus....	259,600	176,000	256,300

**OMAHA**—Reported by F. P. Manhester, secretary of the Grain Exchange:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	1,092,000	1,400,400	1,585,200
Corn, bus....	2,552,200	4,366,600	1,978,600
Oats, bus....	1,146,000	2,280,000	1,412,000
Barley, bus..	79,200	725,400	95,400
Rye, bus....	259,600	176,000	256,300

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	76,800	108,000	67,200
Corn, bus....	2,261,000	2,490,200	2,030,650
Oats, bus....	790,600	756,500	1,067,500
Barley, bus..	26,600	88,200	48,600
Rye, bus....	38,400	48,000	60,000
Mill Feeds, tons	10,820	3,340	13,660
Seeds, lbs....	90,000	90,000	270,000
Broom Corn, lbs. ....	.....	15,000	45,000
Hay, tons....	2,580	4,310	700
Flour, bbls..	349,900	306,600	343,800

**PHILADELPHIA**—Reported by S. S. Daniels, statistician of the Commercial Exchange:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	628,096	1,985,442	931,139
Corn, bus....	391,122	84,545	72,176
Oats, bus....	302,265	1,907,077	.....
Barley, bus..	43,718	115,000	92,436
Rye, bus....	77,017	212,278	76,471
Flour, bbls..	192,878	307,862	24,563

**PORTLAND, MAINE**—Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce (all export grain):

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	2,676,961	2,123,056	1,969,124
Corn, bus....	310,034	.....	282,634
Oats, bus....	135,559	36,920	152,533
Barley, bus..	212,090	.....	358,985
Rye, bus....	52,294	.....	190,995

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants Exchange:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	1,619,400	1,820,515	1,276,800
Corn, bus....	3,350,750	3,346,200	1,740,860
Oats, bus....	3,826,000	3,250,000	2,826,330
Barley, bus..	43,200	203,200	24,760
Rye, bus....	26,600	13,609	26,670
Hay, tons....	28,365	17,337	17,675
Flour, bbls..	526,970	194,250	585,390

**SAN FRANCISCO**—Reported by W. B. Downes, statistician of the Chamber of Commerce:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, etls..	51,011	.....	.....
Corn, etls....	20,391	.....	.....
Oats, etls....	44,584	.....	.....
Barley, etls..	153,404	.....	.....
Rye, etls....	1,204	.....	.....
Hay, tons....	7,486	.....	.....
Flour, bbls..	271,740	.....	.....

**TOLEDO**—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Receipts		Shipments	
1920	1919	1920	1919
Wheat, bus..	210,000	197,400	238,055
Corn, bus....	176,300	308,650	87,050
Oats, bus....	241,850	508,900	87,280
Rye, bus....	112,200	65,700	103,520
Barley, bus..	2,400	17,900	1,375
Timothy Seed, bags ....	5,378	3,599	4,463
Clover Seed, bags ....	4,818	3,211	5,717
Alsike Seed, lbs. ....	2,948	883	1,652

## GRAIN TRADE PATENTS

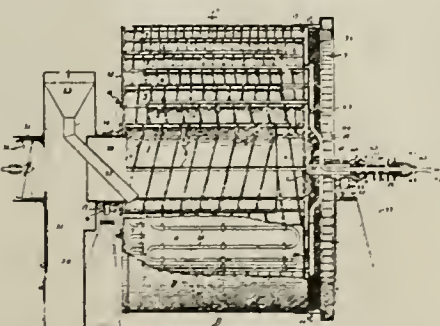
Bearing Date of December 30, 1919

Slack take up for belt transmission.—Rudolf Rosner, Chicago, Ill. Filed November 16, 1918. No. 1,326,532.

Hulling machine.—Troy T. Ammons, Lumpkin, Ga. Filed August 5, 1918. No. 1,326,164.

Drying apparatus.—Abel Nordstrom and Carlos A. Oberg, Buenos Aires, Argentina. Filed October 23, 1917. No. 1,326,525. See cut.

Claim: Drying apparatus for drying grain and similar materials, comprising in combination: a series of drying cylinders or drums, arranged concentrically and alternately secured by their ends to supporting disks, so as to form between the same annular spaces which together form a continuous duct, means for feeding the material into the innermost drum and outlet openings in the outermost drum for

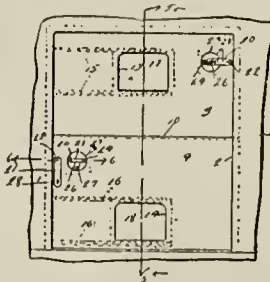


the discharge of said material, means for exhausting the air from the inner drum, longitudinal webs or ribs on the inner walls of some of the drums, helically arranged ribs being of opposite thread in every two successive drums, means for heating the air in the annular spaces between the drums, consisting of

coils secured to the drums, means for causing the same to rotate on its axis and an elevator formed integrally with the outermost drum, at its discharge end, for gathering and elevating the dried material discharged therefrom, substantially as described and for the purpose set forth.

Steel grain car door.—Geo Townhill and Peter Townhill, Plainfield, Ill. Filed May 9, 1918. No. 1,328,214. See cut.

Claim: In a grain car door, formed in two sections, said sections being superimposed and adapted to be moved horizontally in opposite directions, a flanged runway to one side of the door opening for the reception of the upper section and a flanged abutment at the opposite side of the door opening as limiting means for said upper section a flanged runway at the opposite side of the door opening for the reception of the lower section of the door after the upper section has been moved into its runway, a flanged abutment at the opposite side of the runway for the lower sec-

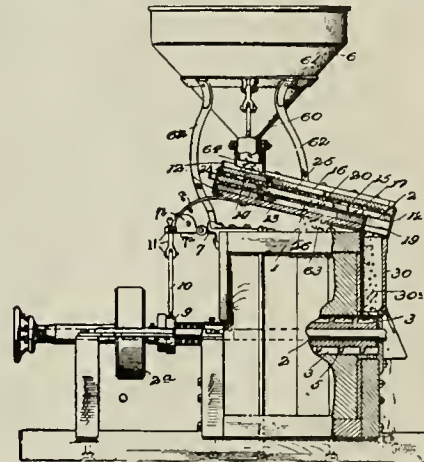


tion, said flanged abutments preventing and maintaining the sections in super-imposed engagement with each other, and a pliable joint closure between the engaging edges of the superimposed sections, said pliable joint closure comprising a strip of material riveted adjacent the lower edge of the upper section and spaced therefrom so that when the upper section is moved into its runway the lower flanged member of the runway will pass under said joint closure, said joint closure forming means for preventing fine material or grain from passing between the sections.

Bearing Date of January 13, 1920

Attachment for grain or grist mills.—Wilfred P. Carson, Greensboro, N. C. Filed March 24, 1919. No. 1,327,700. See cut.

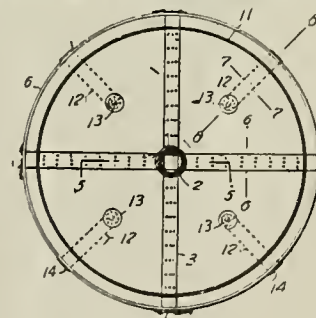
Claim: A grain feed shoe or box having a bottom floor to receive the screenings and a discharge therefor, an upper coarse screen and a lower fine screen in said box, means providing a grain passage from



the fine screen and a grain outlet therefor from the shoe, and means providing opposite lateral outlets for the screenings from said coarse screen, and vertical passages from said outlets leading to said floor and arranged beyond the side edges of said screens.

Ventilated grain storehouse.—Lizzie H. Dickelmann, Forest, Ohio. Filed February 14, 1917. No. 1,328,132. See cut.

Claim: A ventilated grain store house comprising a central perforated air shaft, laterally extending air tubes communicating with the interior of said air shaft at the bottom thereof, a base, said laterally extending tubes and the lower part of said air



shaft being secured to said base, a roof secured to said central air shaft, walls carried by said base and joining said roof, a plurality of auxiliary air conduits, each of said air conduits communicating at one end with the outer atmosphere and at the opposite end with the interior of the store house between the central air shaft and the walls, and a removable perforated thimble disposed in the end of the auxiliary conduit which communicates with the interior of the grain store house, the upper surface of the thimble being flush with the upper surface of the base, and removably heating means disposed in the auxiliary conduit underneath said perforated thimble.

EFFECTIVE February 1, and until further notice, the Canadian Wheat Board has ordered changes in the price of wheat and flour. The price of British Columbia, Ontario, and Quebec wheat to millers of Canada is raised 25 cents a bushel, and the maximum wholesale price of Government standard winter wheat flour from \$10.10 a barrel to an \$11.25 basis, free on board cars at Montreal.



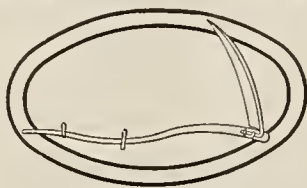
## FIELD SEEDS

## NEW SEED TRADEMARKS

The following new seed trademarks were published in recent issues of the *Official Gazette*, published by the United States Patent Office: "Washington Quality Seed" field, garden and flour seeds. Armin Richard Bruns, Washington, Iowa. Filed June 6, 1919. Serial No. 119,262. "Fullwerth" field seeds. N. Wertheimer & Sons, Ligonier, Ind. Filed August 9, 1919. Serial No. 121,509. "Liberty S S" seeds—namely, timothy, clover, alsike, alfalfa, red-top, blue grasses, rape, vetches, amber cane, peas, beans, millets, popcorn, grass seeds, seed corn and



Ser. No. 121,509



Ser. No. 121,921



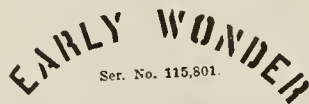
Ser. No. 119,262



Ser. No. 124,219



Ser. No. 121,946



Ser. No. 115,801

seed grains. The Stanford Seed Company, Inc., Binghamton, Buffalo and Albany, N. Y. Filed August 13, 1919. Serial No. 121,646. "Rainbo" field and grass seeds. Kellogg Seed Company, Milwaukee, Wis. Filed October 27, 1919. Serial No. 124,219. "Early Wonder" seed corn, grass seeds and field seeds. Horace E. Conklin, Binghamton, N. Y.

Filed February 12, 1919. Serial No. 115,801. Grain seed. H. K. Cochran Company, Little Rock, Ark. Filed August 23, 1919. Serial No. 121,921. See cut.

## CANADIAN FLAX

Reports from the Prairie Province of Canada, says the *Grain Trade News*, of crop conditions in respect to seed supply indicate that a large percentage of the flax crop still remains in the field and may not be threshed before spring. Experience of previous years has shown that such flax should not be used for seed until it has been tested for germination. Considerable quantities of good flax seed are available in southern districts of these provinces. Representations have been made that the Canadian Government Seed Purchasing Commission should this season enter into the merchandising of flax seed. The Commission, however, has a limited organization, and after careful consideration has come to the conclusion that the providing of seed grain supplies is all that it may be able to do well. The merchandising of flax or any other of the smaller seeds will not, therefore, be undertaken by the Seed Purchasing Commission.

## SEEDS STILL ACTIVE IN NEW YORK

BY C. K. TRAFTON

The majority of local dealers in field seeds report that the market has continued unusually active for the winter season. In fact some of them state that the volume of business during January exceeded that of any other month in the past 12, barring August, which practically all concede, was the record-breaker. The unusual activity for this time of the year was due to the fact that many interior dealers have made up their minds that if they do not cover early they are going to be shut out altogether, as it is now impossible to get  
(Continued on Page 674)

## HAY, STRAW AND FEED

## HAY ACREAGE IN MICHIGAN INCREASES

Investigations made by the Agricultural College of Michigan have led that institution to make the statement that never before has the acreage of alfalfa increased so rapidly as during the past season in the state of Michigan. The seed grown locally is said to be good. Farmers are using lime and the crop is given everywhere scientific attention.

## HAY SCARCE

Toberman, Mackey & Co., of St. Louis, Mo., in their letter of February 9, say: "Hay receipts very light on both sides of the river. Everything that arrives on track now meets with ready sales and the latter part of last week the market on timothy hay advanced at least \$1 per ton on the better grades. Light clover mixed hay in strong demand and wanted. Every indication points to continued light receipts and a very strong market on all kinds of hay and would urge shippers to keep the hay coming to this market as fast as empty cars for loading can be obtained."

## PERMIT SYSTEM IN HANDLING HAY

"The Government reports the 1919 hay crop at approximately 91,326,000 tons, compared with 76,660,000 tons in 1918," said William H. Hayward, president of the Baltimore Chamber of Commerce, while reviewing the hay trade of Baltimore, in his annual address delivered before the members of the organization on January 26. "Notwithstanding the larger crop in 1919, the tonnage of hay produced in sections immediately tributary to this market is smaller than on the preceding crop. The movement so far this season has been unusually light.

The abnormally high prices prevailing during the late summer months have doubtless influenced farmers to hold their hay for higher markets, regardless of the size of the crop. Early in the year 1919, the United States Government marketed considerable hay which had been purchased for overseas use. While the amount was not very large at any one point, the selling was general, and to a considerable extent supplied the demand at many places throughout the country. The amount of hay available for market from the present large crop will be materially increased, because of the excellent pasturage in every section until practically the close of the year, reducing farm feeding to the minimum; therefore, the lack of the demand from the United States Government, which was a very important factor during the war, will be much felt hereafter, and because of high ocean freights the disposal of the 1919 crop will depend upon domestic consumption.

"The movement by rails has been strictly controlled by the 'permit' system throughout the year, which under the intelligent operation of the Committee in charge has worked well, and given general satisfaction to the trade."

## HAY SCARCE AND STRONG IN NEW YORK

BY C. K. TRAFTON

Speaking in a broad, general sense, existing conditions in the hay trade during the past month were decidedly similar to those noted at the close a month ago. In other words, the domestic demand has been fairly active, with also some inquiry from shippers, but in the main the volume of business was small owing to the meager supply on offer

and the materially higher prices asked. As noted toward the end of our last review, business has been confined largely to common or medium grades for the excellent reason that choice descriptions have been almost unobtainable.

A large part, if not all of the hay arriving has been of ordinary quality, only an occasional car or two being choice enough to grade No. 1. As a natural consequence buyers have recognized that it would be futile to attempt to buy superior lots, and therefore they have turned their attention almost exclusively to good or medium grades such as No. 3 or No. 2. As a consequence those descriptions have advanced fully as much as the top grades, if not more. For example, No. 3 has sold as high as \$36 in large bales and No. 2 as high as \$38, while No. 1 was mainly nominal at \$39 to \$40, although a few sales were made as high as \$41.

Undoubtedly the existing conditions have been extremely unsatisfactory to practically everyone concerned, the receipts having been decidedly disappointing, the increased movement predicted by the buying element having failed to materialize. As a matter of fact, it was plainly evident to conservative and experienced dealers that all of the loose talk respecting larger receipts was more or less absurd. In fact, the wish was entirely father to the thought as there was no valid foundation for such forecasts. It is true that many unprejudiced dealers believe that supplies at interior points in the hands of farmers or country shippers are liberal, if not abundant, but nevertheless, adverse circumstances served to prevent noteworthy shipments to this or any other important market. Unquestionably the most formidable obstacle has been the great difficulty, if not absolute impossibility of securing cars. Therefore it is obvious that all of the talk regarding a larger movement has been totally without foundation. Advances from some interior points indicate that some farmers and country shippers would be willing to send larger quantities to this market and elsewhere, but they are helpless as long as there are no cars to be had.

In discussing the high prices current some of the best-informed members of the trade expressed the opinion that the limited offerings were not traceable exclusively to the scarcity of cars. In short, many of them believe that the last crop was overestimated. Instead of 103,544,000 tons, they think it was less than 100,000,000 tons. Some estimate it as low as 85,000,000 to 90,000,000 tons.

Another interesting feature was the report that buyers from Great Britain had arrived in Canada and had contracted for 10,000 tons to be shipped gradually, covering a long period late this winter and during the spring. It was stated that they had gone so far as to contract for the freight room. Nevertheless, numerous dealers of experience are skeptical as to a large part of this hay ever reaching the United Kingdom. This opinion is based on the assumption that farmers or country shippers will fail to make deliveries, excepting in a small way, especially as the price has gone up materially since the contracts were made.

Early in February local business was generally exceedingly quiet because of the heavy fall of snow, which caused blockades on nearly all thoroughfares, and consequently hauling was frequently almost impossible.

The straw market has shown no noteworthy changes during the month. Receipts have been light or moderate, and with a steady inquiry last month's prices were realized as a rule, No. 1 having sold at \$19 to \$20 per ton.

To handle feed and flour, the Harmon County Farmers Co-operative Company has been organized at Hollis, Okla., capitalized at \$20,000. C. C. Boyd, C. Q. O'Neil and M. P. Scott are interested.

The Equity at Mondovi, Wis., has made plans for the erection of a feed mill. It will be located on the site of the present office of the firm. A new office will be built of brick construction. The plant will be run by electricity.

L. G. McMillen has opened an office at Lima, Ohio, and will engage in track buying on a large scale. He is still connected with the Gale-McMillen Hay Company of Cincinnati. This change has no effect on the Cincinnati business.

M. R. Hutchinson of Chicago, Ill. has purchased the general merchandising business of W. S. Bates of Donaldson, Wis. He has also leased an adjoining building and will convert it into a warehouse for storing hay, feed, flour and produce.

(Hay, Straw and Feed continued on Page 676)

## HENRY H. FREEMAN &amp; CO.

Hay, Straw and Grain  
COMMISSION MERCHANTS

Correspondence and Consignments Solicited.  
Market Reports on Application.

66 Board of Trade CHICAGO, ILL.

**ALFALFA**  
We are the Largest Distributors  
of ALFALFA in  
GREATER NEW YORK  
Shippers who have Alfalfa Hay to dispose of, if they will  
communicate with us we will provide a satisfactory outlet.  
**ALFALFA**  
A W. D. Power & Co., 12-15 N.Y. Hay Exchange  
NEW YORK

## Alfalfa, Prairie Hay and Alfalfa Meal

were harvested under ideal weather conditions. We command a large supply. Get our delivered prices.

## CARLISLE COMMISSION COMPANY

736 Live Stock Exchange Kansas City, Mo.





## For One Dollar Then and Now

And evolution indicates the same rise fifteen years hence—whether in foodstuffs or in conveyor belts!

What a wonderful chance, then, to write off the mind belt worries of the interval with Goodrich "CARIGRAIN" Belts. For so good is "CARIGRAIN", so sound its manufacture, that Goodrich predicts it should run in the relatively light task of grain conveying fully *fifteen years*—with proper care and attention to idlers.

Surely you must send for the Goodrich Grain Belt Catalogue and learn all the fine points on this sensational Belt. And don't overlook "LEGRAIN"—the "leg" belt twin of "CARIGRAIN."

## Goodrich "Carigrain" Belt

FOUNDED IN 1869



THE B. F. GOODRICH RUBBER COMPANY  
Akron, Ohio

*Best in the Long Run*



## Here's a Steel Post With a REAL SALES PLAN Behind it *Ankorite* STEEL FENCE POSTS

### "A Smashing, Red-Blooded, Co-operative Selling Plan for Ankorite Dealers"

THAT'S the title of a 12 x 12-inch twenty-four-page three-color Prospectus just off the press—and you'll find that every page backs up the title.

If you'd like to receive the most practical, most convincing, most liberal co-operative sales plan that has ever come to your desk, get this book! It will show you how the Calumet Steel Company "goes the limit" with its dealers, and if you'll put the plan to work for you, it will enable you to sell posts as you never sold them before.



Your Prospectus is ready for you. Write for it.

There never has been a time when Ankorite sales came so easy—but you'll have to act quick to get your share of the fall business. Hundreds of farmers are writing to learn where they can buy Ankorite Steel Drive Posts, and we'll gladly refer to you all inquiries from your territory just the moment you're in position to take care of them.

Ankorite Steel Drive Posts are right, the time is right, and this big co-operative sales plan is a whirlwind. Write for it.

## CALUMET STEEL CO.

208 So. La Salle St., Dept. 6  
Chicago, Ill.

## FIELD SEEDS

(Continued from Page 672)

any important quantity of alfalfa or red clover from abroad, while crimson clover is also running short.

Red clover, both domestic and imported, has been in extremely active demand. This condition in the local market is by no means peculiar in view of the big shortage of cash seed in Toledo which has commanded a large premium over future contracts. Moreover, advices from abroad have been as strong as ever. The cheapest offers from France are on a basis of \$53 per hundred F. A. Q. 1919 seed, compared with \$50 a month ago. There is no more red clover to be bought from Italy, which leaves France as the only source of supply. Hence, it is decidedly significant that French dealers have recently become buyers here instead of sellers. In short, it is known that at least one French house which had evidently oversold had sent a representative here who had bought several hundred bags in Toledo.

Alfalfa has risen to new high levels, largely in keeping with foreign conditions. Still it is noteworthy that prices in Italy are showing great lack of uniformity. Growing scarcity of supplies is manifest, and it is apparent that different dealers are asking whatever price offers them a reasonable profit. Some shippers are still offering at \$75 per 100 kilos or equal to about 34½ cents c. i. f., New York. Others are offering slightly larger lots at \$80 per 100 kilos or equal to 36½ cents c. i. f., New York. It is quite probable that as offerings gradually diminish the \$80 price will become general.

According to advices from reliable sources Italy needs 10,000 bags of alfalfa for her own spring sowing; and besides this they have inquiries from Germany, France, England and South America as well as the United States. Therefore a peculiar situation presents itself. How far toward filling these requirements will their present stocks go? Moreover, Argentina has no more of the 1919 crop, latest cables reporting that stocks have been entirely cleaned up. Only a few lots are now on the way here and after they are absorbed, dealers must wait for the new crop, which will not be ready to move before April. In the local market, big inquiries are noted from the big alfalfa sections of the West where big crop shortages are admitted, extending as far as the Pacific Coast. Domestic seed is being offered at 42 to 44 cents per pound, according to quality, while imported is quoted around 36 cents.

Alsike has displayed little animation, but as supplies are as short as ever, prices are at new high levels. It is stated that good seed cannot be bought below 60 cents. Although evidence con-

tinues to accumulate that the crop was far short of early expectations, demand has not really developed yet, which is not astonishing, as it never does until March, and it seems hardly reasonable to expect dealers to pay these high prices until they actually need the seed.

The spot price for crimson clover has advanced to 13 cents, but there has been little actual business. In short, as usual at this season, demand is almost wholly for a later shipment—most of the buying being for April delivery. At the moment, the majority of Paris houses are not sellers of crimson clover at any figure. It is evident that in their anxiety to make money at the start many of them oversold themselves. Hence, they now have no seed to offer, and well-informed dealers would not be astonished should the price F. A. Q. go to 15 cents in the near future. French seed is now quoted at 13 cents c. i. f. New York against 11½ cents a month ago.

Timothy succeeded at last in getting out of the rut in which it has been dragging so long, having advanced almost \$1 per bushel during the month. Moreover, shrewd and experienced traders freely predict a further advance of \$1 per bushel, as they consider it as much too cheap compared with other lines of seed, and therefore are convinced that demand will become abnormally brisk. The exportation of various lots recently reduces spot stocks in this country and what seed there is has been purchased by dealers for their own requirements, so that practically no seed is held on speculation. Spot timothy is quoted at 15 cents for 99.50 per cent and 14½ cents for 99 per cent, both being about half a cent higher for the month.

Hairy vetch has developed considerable activity during the month. An embargo against the exportation of this variety became effective about the first of the year in various producing countries where available supplies were found to be inadequate for home requirements. Nevertheless, a few lots were picked up abroad before the embargo went into force and these have arrived; also a quantity of spring vetch. According to keen observers a striking advance in price is to be expected during the coming summer. It is pointed out that our supplies are abnormally short, largely because the Michigan crop last year was the smallest on record. The small supplies in sight will go only a small way toward filling requirements as there is no prospect of getting any Russian vetch this year as conditions in that country are so utterly demoralized as to suggest the absolute impossibility of bringing seed down from the interior to shipping ports.

Rape seed has encountered an extremely urgent demand from all quarters, many dealers being convinced that it is the cheapest variety on the list. Imports thus far have been only equal to about one-quarter of the consumptive capacity of the country. Hence a somewhat general rush developed at the last minute to buy spot rape seed.

Prices for import are now about \$10 per 100 pounds c. i. f. New York, against \$9 a month ago, but it is impossible to buy any rape seed for prompt shipment, or shipment within 10 days. The only offerings from the Orient are for March-April shipment, which would mean arrival about the middle of May, perhaps too late for requirements. The spot price is about 12 cents per pound against about 10½ cents a month ago.

Canary seed has been inactive and without change of moment. Imported new crop seed, March-April shipment, is quoted in bond at 6½ cents, or 7 cents duty paid. Old crop seed is about 7¾ cents duty paid.

Imports during the month were as follows (in bags): Red clover, 7,900; white clover, 100; alfalfa, 1,650; orchard grass, 1,700; rye grass, 720; hairy vetch, 200; spring vetch, 100. Exports included (in bags): To Rotterdam, 18 clover, 468 timothy, 160 grass; to France, 189 grass; to Bristol, 100 timothy; to London, 152 grass; to Leith, 200 timothy, 250 grass.

F. Hardacre and A. Carns of Geo. Keith & Sons, seed merchants, Toronto, Ont., are now back in the company's employ after being overseas.

F. S. and A. D. Stegelske and others have incorporated at Dunkirk, N. Y., as the Atlas Seed Company. The capital stock of the firm amounts to \$20,000.

L. H. Gangeman, H. O. Kuck, E. Wierwille, Henry W. Kohlman and Edw. R. Kuck, have incorporated the Ohio Seed Company of Wapakoneta, Ohio. Its capital stock is \$25,000.

The interest of Henry B. Wiesner in W. D. Henderson & Co., Fort Wayne, Ind., has been sold by him. He retired January 1 and is now with the Continental Seed Company.

M. and L. Mayer have purchased the remaining interest of O. Gandy & Co., in that firm at South Whitley, Ind., and have changed the name to that of The Mayer Grain Company.

E. M. Jones is now a partner in the Ford Seed Company of Ravenna, Ohio. He was discharged in July from the army. Previous to enlisting in the army he had been with the Ford company.

A seven-story building, of steel and brick, is to be erected at Petersburg, Pa., for the W. H. Harrison Company, Inc. The company will conduct a general wholesale and retail seed business.

H. V. Hyrons, former manager of the Carter's Tested Seeds, Inc., 133 King St., East, Toronto, has been appointed general sales manager. H. Swain has been appointed to succeed Mr. Hyrons.

The name of the Southern Seed Company of Indianapolis, Ind., has been changed to that of Dawson & Co. The capital stock has been increased from \$25,000 to \$75,000. R. P. Dawson is to continue as manager.

(Continued on Page 677)



# **“Crop Insurance”**

**by buying hardy Wisconsin  
Grown Medium, Mammoth,  
Alsike, Alfalfa, Timothy,  
Sweet Clover, etc.**

The Wisconsin Grown clovers which we offer are not to be compared to southern grown imported seed which easily “winter-kills.” Protect your best farmer trade by insisting on native grown hardy clovers.

## **Milwaukee Seed Co.**

**Milwaukee, Wis.**



## Hay, Straw and Feed

[Continued from Page 672]

G. T. Bevel's feed business at Pittsburg, Kan., has been purchased by J. A. Eford.

D. W. Hall has purchased the feed and flour business of A. D. Allgood at Perry, Iowa.

Watt Williams has purchased Knapple & Bailey's feed and flour store located at Kearney, Neb.

The flour and feed business of O'Connor & Son at Darlington, Wis., has been sold to A. H. Shockley & Son.

A two-story warehouse, costing \$25,000, is to be erected at Kenosha, Wis., for Peter Jacobs & Co., feed and flour dealers.

Hornby & Elwell's interest in the feed and flour store at Bassett, Neb., has been purchased by R. Root, Sr., of Ainsworth.

Capitalized at \$50,000, the Apex Flour Company has been incorporated at Hoboken, N. Y. The firm will handle feed, flour, etc.

A feed mill operated by a 40-horsepower motor has been installed at Medford, Wis., for the Medford Co-operative Company.

A warehouse and office building costing \$20,000 is to be erected for the Boulay Bros., feed and flour dealers of Fond du Lac, Wis.

Jacob Scott's interest in the feed and machinery business of Scott & Knutson at Boscobel, Wis., has been purchased by O. Knutson.

The Faramel Feed plant at Buffalo, N. Y., is now operated by the Interstate Grain & Seed Company. The firm handles feed and seed.

J. B. Todd has incorporated the Smith Flour & Feed Company of Springfield, Mo. The capital stock of the firm amounts to \$12,500.

At the annual election of officers of the Minneapolis Hay Board of Trade on January 12 the following were chosen: President, P. J. Malkerson; vice-president, L. T. Phelps; secretary, Mrs. Geo. Quam; treasurer, P. W. Anderson. W. E. Culbert, Geo. Carlson, A. J. Howatt, W. T. Chapman and E. O. Olson are members of the Board of Directors. For the purpose of better facilitating the handling of hay, it was decided to adopt the "auction method" of selling hay, insofar as possible and practical, to take place of private sales on team tracks, the method employed heretofore. As "plug inspection" was inaugurated by the State Railroad and Warehouse Commission January 1, and with official state weights and with market quotations more

representing the actual demand for, and supply of hay on the market, it is felt that a long step forward has been taken in the method of handling hay in the local market.

Geis & Price are succeeded in the feed and flour business at Cordell, Okla., by Price & Lorenz. The change will take place on March 1.

The capital stock of the Stuver Bros. Company, dealers in feed and flour, at Kenmore, Ohio, has been increased from \$50,000 to \$150,000.

The feed business of C. H. Hitch has been consolidated with that of the Cleveland Grains-Drying Company of Toledo, Ohio. The grain firm recently purchased the elevator of the Faber Elevator Company. It intends to install a feed mixing plant and operate it in connection with the elevator. It will also continue the carlot feed jobbing business of Mr. Hitch's.

The Markin-Blanton Company was recently organized at Ironton, Ohio, and will handle feed, flour and groceries, wholesale. It is a consolidation of the W. A. Murdock Company and the A. D. Markin Company. A. D. Markin is president and general manager; I. P. Blanton, vice-president; Ellis D. Markin, secretary, treasurer and manager of the feed department.

[Continued on Page 678]

## The Concrete-Central Elevators of Buffalo

like many others of the largest and best of the elevators of the United States



are equipped with a HESS GRAIN DRIER—'NUF SAID. The Hess Drier is adapted to all needs of the drying business. Economical, efficient, convenient.

## HESS WARMING & VENTILATING COMPANY

1210 B Tacoma Building, CHICAGO

Makers also of Brown-Duvel Moisture Testers and all other grain sampling apparatus. Distributing free the Sample Stokers with the grain grades printed thereon. Have one?



## FIELD SEED NOTES

[Continued from Page 674]

A new seed house has been built for the Claycomb Seed Store of Guymon, Okla.

The Weiss Seed Company of Denison, Iowa, has completed its new seed warehouse.

A seed warehouse, costing \$30,000 is being erected at Guthrie, Okla., for W. H. Coyle.

The new elevator of the Abrams Seed Company of Eaton Rapids, Mich., has been completed.

The Patton Seed & Feed Store at Monmouth, Ill., has been purchased by the E. G. Lewis Seed Company.

The Henry Levenhagen Company's business at Manitowoc, Wis., has been purchased by the Madison Seed Company.

Carl Russell, Walter P. Lindsay and Walter Colbert have incorporated the Russell Seed Company of Ardmore, Okla. The capital stock of the firm is \$1,000.

P. T. and T. H. Andrews and F. E. Valentine have incorporated the Andrews Seed & Grain Company of Sherman, Texas. The firm is capitalized at \$10,000.

R. C. Emery, Wm. M. and C. M. Scott have incorporated the Emery Scott Seed Company of Louisville, Ky. The capital stock of the firm amounts to \$10,000.

A seed corn house is to be erected at Big Lake, Minn., for H. M. Miller. The plant will be modern and equipped with fans, motors, and racks for curing corn.

A. C. Hathaway, W. R. Jones and T. D. Jones have formed a company and will operate as the Alexander Seed Company. They have taken over

the present Alexander Seed Company's business at Augusta, Ga. The company has paid in capital of \$24,000.

The Continental Seed Company, which was organized at Chicago, Ill., recently, will also conduct a business in Indiana. Geo. W. Murphy of Hammond has been named as its Indiana agent. The company has capital stock of \$500,000.

The headquarters of the Stanford Seed Company will in the future be at Buffalo, N. Y., instead of Binghamton, N. Y. The office at the latter place will be continued however. The capital stock of the firm has been increased from \$50,000 to \$100,000.

**Wm G. Scarlett & Co.**  
Baltimore, Maryland

*Buyers and Sellers*

Seed Grains, Rape, Vetches, Soybeans.  
Red, Crimson, White, and Alsike  
Clovers, Alfalfa, Sweet Clover, Ryegrass, Timothy, Redtop, Millet, etc.

**The Mangelsdorf Seed Co.**  
Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.  
ATCHISON KANSAS

**WE BUY Timothy Clovers  
Alfalfa Grasses**  
SUDAN—MILLET—CANES—WHEAT—  
OATS—BARLEY—RYE—SPELTZ  
SEND US YOUR SAMPLES  
WE PAY HIGHEST PRICES  
**John A. Salzer Seed Co.**  
LA CROSSE WISCONSIN

### SEND SAMPLES OF

Timothy, Red Clover, Alsike, Red Top,  
Hairy Vetch, Bluegrass, Orchard Grass  
Seed, Rye and Winter Oats

to

**The Belt Seed Company**

Importers and Exporters

BALTIMORE

We can offer D. E. Rape, Imported Orchard,  
Alfalfa, Crimson Clover and Red Clover.

*We Buy Carlots*

**TIMOTHY  
RED TOP  
RED CLOVER  
SUNFLOWER  
MILLET**

Send us your samples

*WE IMPORT AND EXPORT*

**I. L. RADWANER SEED CO.**  
NEW YORK, U. S. A.

Exporters. Importers.  
**NUNGESSER-DICKINSON SEED  
COMPANY**  
NEW YORK, N. Y.

Headquarters for  
Imported Clover and Alfalfa Seeds

REGISTERED BRANDS






**MINNEAPOLIS SEED CO.**  
WHOLESALE FIELD SEEDS  
**HARDY NORTHERN GROWN SEEDS**  
OUR SPECIALTY  
BUYERS, RECLEANERS, SELLERS  
ASK OUR BIDS BEFORE SELLING  
WRITE OR WIRE FOR SAMPLES AND PRICES  
**TIMOTHY, CLOVERS, MILLETS**  
GRASSES, FORAGE SEEDS, SEED GRAINS,  
PEAS, BEANS AND SCREENINGS.  
P. O. ADDRESS: LOCK DRAWER 1546  
OFFICES: 3444 RAILROAD AVE. SO.  
SEED ELEVATOR & WAREHOUSES: 24TH TO 35TH STS. & R. R. AVE. SO.  
GRAIN ELEVATORS & WAREHOUSES: 35TH TO 37TH STS. & R. R. AVE. SO.  
**MINNEAPOLIS, MINN.**

**CONTINENTAL SEED COMPANY**  
230 SO. LA SALLE STREET  
LOCK DRAWER 730  
CHICAGO, U.S.A.

**SEEDS** Grain, Clover and Grass Seeds  
**CHAS. E. PRUNTY**  
7, 9 and 11 South Main St. SAINT LOUIS

**A. W. SCHISLER SEED CO.**

LET US KNOW YOUR WANTS IN  
FIELD AND GARDEN SEEDS

Office: 704-6-8-10 North 4th St.

ST. LOUIS, MO.

Track Warehouse: S. W. Cor. Collins and Biddle

**TIMOTHY SUDAN  
ALFALFA  
FEED MILLET** **RUDY PATRICK  
SEED CO.** KANSAS  
CITY, MO.

**WHITNEY-ECKSTEIN SEED CO.**  
Wholesale Seed Merchants  
Correspondence Invited BUFFALO, N. Y.

**SEED**

We buy and  
sell all varieties  
of grass and  
field seeds

The Albert Dickinson Co.  
MINNEAPOLIS CHICAGO



**Miscellaneous  
Notices**

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**FLOUR AND MILL FEEDS**

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

**For Sale**

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**ELEVATORS AND MILLS****WANTED**

Elevator in good corn and oats section. Give price and full particulars. A. R. SMITH, 4447 W. Congress St., Chicago, Ill.

**FOR SALE**

Ohio country elevator. Cash or will exchange for a farm. H. F., Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

**A BARGAIN**

A 500,000-bushel elevator for sale in Indianapolis. Grain dryer, oats sulphur equipment. Unrivalled switching facilities. For particulars, address INDIANAPOLIS ELEVATOR COMPANY, Indianapolis, Ind.

**WANTED**

To lease or buy elevator in northern half of Ohio. Write full particulars and terms. OHIO, Box 2, care "American Elevator and Grain Trade," Chicago, Ill.

**MACHINERY****WILL YOU BUILD CONCRETE BINS?**

We have for sale cheap 125 second-hand jacks for this purpose. CONCRETE BINS, Box 2, care "American Elevator and Grain Trade," Chicago, Ill.

**ATTRACTIVE BARGAIN**

New 25-horsepower Fairbanks Oil Engine for sale, complete. This engine has never been installed. If you can use it write us. THE KENNEDY CAR LINER & BAG CO., Shelbyville, Ind.

**FOR SALE**

One practically new No. 46 Western Gyrating Cracked Corn Separator. Has been used very little; guaranteed to be as good as a new one. This machine furnished complete with new corn meal screens, price \$300. Also Little Victor Sheller and Cleaner for sale. McMAHAN-WOOD COMPANY, Valparaiso, Ind.

**BAGS****FOR SALE—BURLAP BAGS OF EVERY KIND**

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

**Hay, Straw and Feed**

[Continued from Page 676]

**GRADES OF COTTON SEED MEAL**

Following are the grade classifications of cotton seed meal, as adopted and used by the Inter-State Cotton Seed Crushers Association:

Sec. 1. Cotton Seed Meal is a product of the cotton seed only, composed principally of the kernel, with such portion of the fibre or hull and oil as may be left in the course of manufacture, and shall be graded and classed as follows:

Sec. 2. Choice Cotton Seed Meal must be finely ground, not necessarily bolted, perfectly sound and sweet in odor, yellow, free from excess of lint, and by analysis must contain at least either 8 per cent of ammonia, or 47 per cent of combined protein and fat.

Sec. 3. Prime Cotton Seed Meal must be finely ground, not necessarily bolted, of sweet odor, reasonably bright in color, yellow, not brown or reddish, free from excess of lint, and by analysis, must contain at least either 7½ per cent of ammonia, or 43 per cent of combined protein and fat.

Sec. 4. Good Cotton Seed Meal must be finely ground, not necessarily bolted, of sweet odor, reasonably bright in color, and by analysis, must contain at least 7 per cent of ammonia or 40 per cent of combined protein and fat.

Sec. 5. Ordinary Cotton Seed Meal must be finely ground, of sweet odor, reasonably bright in color, and by analysis must contain at least 6½ per cent of ammonia, or 37 per cent of combined protein and fat.

Sec. 6. Cotton Seed Feed Meal is a mixture only of Cotton Seed Meal and Cotton Seed Hulls or Cotton Seed Hull Bran; must be finely ground, free from excess lint, sweet in odor, and shall contain by analysis not less than 20 per cent of protein.

Sec. 7. Cotton Seed Meal not coming up to contract grade, shall be of good delivery if within one-quarter of 1 per cent of the ammonia content, or 1¼ per cent of combined fat and protein content of the grade sold, or of the sale sample, but the settlement price shall be reduced at the rate of one-eighth of the contract price for each per cent of ammonia, or one forty-seventh, or one forty-third, or one fortieth or one thirty-seventh of the content of protein and fat, as the case may be, and proportionately for the fractions of deficiency in ammonia.

Where meal is sold on sample, to be a good delivery, it must reasonably conform in color and texture and be within one-half of 1 per cent of the ammonia content of the sale sample.

Sec. 8. No claim for deficiency of protein and fat combined or of ammonia shall be made by buyer unless the deficiency shall exceed one-half of one unit of protein and fat combined, or one-tenth of one unit of ammonia.

The commercial chemist does not always adhere to the Inter-State Cotton Seed Crushers Association grades in classing meal, as the protein equivalents of the ammonia standards are used as a basis of comparison instead of the combined protein and fat. The color, odor and other physical properties are not considered in the chemists' classification, as the purchaser can easily distinguish such qualities. The variation in the fat content is not subject to such variations as that of protein. During recent years, oil mill manufacture has improved and consequently most of the mills put out meal carrying less fat than formerly. The average of many analyses shows a protein content of 43.12 for choice meal, 39.87 for prime meal and 37.26 for good meal.

**HAY MARKET HIGHER**

A brief analysis of the market situation of hay for January shows that the trend of prices has been upward for timothy hay with the average price of No. 1 timothy at the principal markets about \$3 per ton higher than it was at the beginning of the month.

Clover has followed the range of timothy closely but the level was about \$1 higher. This unusual condition is due principally to the limited amount which is available.

Alfalfa has remained steady during the month and an average of the weekly quotations for No. 1 at the principal alfalfa markets shows range of about \$1.50 per ton.

The price of prairie hay, however, has not shown the strength of the other kinds, but has declined

about \$1 per ton during the month. The decline has been steady and is due principally to the large receipts in several of the large prairie hay markets and to a less urgent demand at present for this kind of hay.

Timothy Hay.—The receipts of timothy hay for the week were very light in all of the principal markets on account of the shortage of cars and the bad condition of the roads in the producing sections. The light stocks in all Eastern markets together with the small receipts have caused very active markets. All arrivals are being taken at the strong current prices.

The receipts were also light at all of the markets reporting in the Central West with the exception of Kansas City where receipts have been very large during the past month. However, notwithstanding the large receipts at this market, prices remained firm with a continued good demand.

Chicago and Cincinnati reported that the receipts are not equal to the demand and that the market is strong on all grades.

Receipts at Southern markets were also light with a slight increase at Memphis.

Clover and Clover Mixed.—The demand for both clover and clover mixed hay continues to exceed the supply in all the markets throughout the country and practically no increase in receipts is noted at any market. The price, continues high with No. 1 clover quoted from \$1 to \$1.50 over No. 1 timothy. The small surplus available for market is the principal reason for this condition and no great increase in receipts will probably occur until the new crop begins to move.

Alfalfa.—Receipts of alfalfa hay at Kansas City totaled 972 cars for the week. There was a wide range in quality but the bulk of receipts were No. 2 or standard alfalfa. The demand was good and all hay of good quality was sold readily. Prices of the higher grades remained steady but the lower grades declined from 50 cents to \$1 per ton. There was a wide range however both in quality and price and some No. 2 sold as much as \$12 under No. 1.

On account of the light receipts of No. 1 alfalfa at Atlanta and the comparatively large receipts of No. 2, the latter is selling at from \$8 to \$9 per ton discount under No. 1.

There is a heavy demand for alfalfa in the West where the lack of rain has damaged the ranges and caused heavy feeding of baled hay. Reports from California state that large quantities of hay are being shipped into the state daily from surrounding territory.

Prairie.—Receipts of prairie hay for the week increased in the principal markets. Kansas City reported 249 cars received, Chicago 29. The receipts at Kansas City were mostly of the lower grades. However, on account of the strong demand prices on all grades above No. 3 held to about last week's quotations. No. 3 declined from 50 cents to \$2 per ton.

There is a good demand at Chicago for both upland and midland prairie hay, and while receipts have slightly increased, prices have remained steady.

H. T. Scott's feed business at Buck Grove, Iowa, has been purchased by Thos. G. Scott. The firm will make a specialty of handling commercial feeds.

The capital stock of the G. H. St. John Company of Superior, Wis., has been increased from \$25,000 to \$75,000. The company deals in feed and flour.

A modern attrition mill, elevators and grain hoppers are being installed for the Lindley Feed Company of Sumas, Wash. The company will grind grain.

For the purpose of handling feed, the Delat Commission Company has been incorporated at Lake Village, Ark. The capital stock of the firm amounts to \$10,000.

A. C. McClary, C. R. Ryley and John Robins have incorporated the Jessamine Coal & Feed Company of Nicholasville, Ky. The capital stock of the firm amounts to \$25,000.

R. E. McCaughn, W. C. Drummond, Jr., and others have incorporated the Chickasaw Feed Company of Memphis, Tenn. The capital stock of the firm amounts to \$10,000.

The Ross-Moore Company was recently formed at Memphis, Tenn., and will conduct a general feed business. E. A. Moore and D. L. Ross are interested in the company.

Capitalized at \$42,000, the J. F. Robertson Feed Company has been incorporated at Steubenville, Ohio. John F. Robertson, I. F. Robertson, Fred F. Saunders and P. F. Salmon are interested.

The new mixed feed mill of the Maritime Trading Corporation will be ready for operation by August, at Buffalo, N. Y. It will be of steel and concrete construction and will have capacity of 25 cars of mixed feed daily.

The Mixed Feed Supply Company has been organized at St. Louis, Mo., by C. A. Mahon who has for years been with the Avondale Alfalfa Milling & Elevator Company. The firm will sell alfalfa meal on a brokerage basis.

**HELP WANTED****MILLER WANTED**

Want miller capable of taking charge of alfalfa molasses and poultry feed plant. State experience and salary expected. Dyersburg Milling Company, Dyersburg, Tenn.



## Save Splicing Costs and Delays

by using the Hunt Tension Adjusting  
Coupling on your rope drive



You can control all rope strength in the English system drive by simply twisting this coupling with rope in position on pulleys.

Ask for Catalog L-15-1, describing the coupling and "Stevedore" Transmission Rope.

**C. W. HUNT CO., INC.**  
West New Brighton, N. Y., U. S. A.

LEATHER RUBBER **BELTING** CANVAS STITCHED  
An Enormous Stock of New and Used Power Transmission Machinery, Belting, etc.  
**TEUSCHER & SON MACHINERY SUPPLY CO.**  
527 N. Second St. St. Louis, Mo.  
Send for No. 18-B Bargain Book.



**GRAIN DUST IS EXPLOSIVE,**  
No One Disputes that Fact.

**How to Reduce Dust Explosions**

For Full Particulars Write

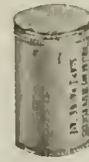
**CLARK DUST COLLECTING CO.**  
Fisher Bldg., Chicago, Ill.

## SCALES REPAIRED AND SOLD

50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

**COLUMBIA SCALE CO.**  
2439 N. Crawford Ave. CHICAGO, ILL.

**ROPP'S CALCULATOR**—Invaluable for Grain Dealers. Tables show at a glance the value of wheat, corn, rye, oats, barley, seeds, etc., at all market prices per bushel. Trade discounts, stock tables, capacity tables, short-cut arithmetic. Solves all grain problems with lightning rapidity. Price \$1.50.



For Accurate Moisture Tests use our Grain Dealers Air Tight Cans for forwarding your grain samples. Write for prices.

**ST. LOUIS PAPER CAN AND TUBE CO., ST. LOUIS, MO.**

## THE SYKES COMPANY

930 West 19th Place, Chicago

**MAKERS OF**

**FIREPROOF WINDOWS**

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc. We make a specialty of

**Corrugated Iron and Metal Roofing**

**For Grain Elevators**

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

BOARD  
OF  
TRADE

**DES MOINES**

GRAIN  
RECEIVERS

Consignments Solicited  
We Place Grain to Arrive  
**SAWERS GRAIN CO.**  
Chicago Des Moines  
Future Orders Given Personal Attention

## TAYLOR & PATTON CO.

Terminal elevator capacity  
250,000 bushels. Buyers and  
shippers of Corn and Oats

**DES MOINES IOWA**

## Ankeney Linseed Mfg. Co.

Solicit Offers of Flax

or consign same to

**Members Des Moines Board of Trade**

## W. H. Bartz & Co.

**Grain Merchants**

Hubbell Bldg. DES MOINES, IA.

## DES MOINES ELEVATOR & GRAIN CO.

Terminal elevator capacity  
700,000 bushels. Oats for  
Southern Trade a Specialty

**DES MOINES IOWA**

## MID-WEST Consumers Grain Co.

**GRAIN MERCHANTS**

Corn—Oats—Wheat—Barley—Rye

417-418-419 Hubbell Building  
**DES MOINES IOWA**

BOARD  
OF  
TRADE

**DULUTH**

GRAIN  
RECEIVERS

**YOU** Can keep in touch with the news and reports of the Grain and Elevator world by reading the "American Grain Trade."

**SUBSCRIBE NOW—\$1.00 A YEAR.**

## WHITE GRAIN CO.

**SHIPPERS**

FANCY OATS  
MILL OATS  
SCREENINGS

FEED WHEAT  
BARLEY  
RYE

Write for Samples and Quotations

**DULUTH**

## FEEDS AND FEEDINGSTUFFS

A compendium of animal nutrition and the rational feeding of farm animals. Its basis is the extensive investigations with animals in the physiological laboratories of Europe and America and the numerous feeding trials with farm animals conducted by experiment stations, especially those of America, during the last thirty years. To these have been added the experiences of successful stockmen, gathered from the widest sources. The substance of all of the important work of our experiment stations in the feeding of farm animals, as set forth in hundreds of bulletins, is arranged, condensed and made available to the reader. Tenth edition, revised and entirely rewritten. By W. A. Henry, Emeritus Professor of Agriculture, University of Wisconsin, Octavo size, 613 pages, bound in art vellum. Price \$3.00.

**MITCHELL BROS. PUBLISHING COMPANY**

431 South Dearborn Street, Chicago, Illinois



BOARD  
OF  
TRADE

PEORIA

GRAIN  
RECEIVERSCONSIGN YOUR  
GRAIN TO

WARREN COMMISSION CO.

If you prefer to sell to arrive, wire or telephone for bids.

PEORIA, ILLINOIS

W. W. Dewey & Sons  
GRAIN COMMISSION  
26 Chamber of Commerce  
PEORIA - - ILL.P. B. & C. C. MILES  
Established 1875 Incorporated 1910  
PEORIA, ILL.  
Handling Grain on Commission  
Our SpecialtyLouis Mueller, President F. W. Mueller, Sec. & Treas.  
MUELLER GRAIN COMPANY  
(Incorporated)  
Receivers and Shippers  
GRAIN  
We Solicit Your Consignments of Grain  
Room 39 Chamber of Commerce, PEORIA, ILLBUCKLEY & CO.  
COMMISSION MERCHANTS  
GRAIN, HAY AND SEEDS  
PEORIA, ILL.References | First National Bank, Peoria, Ill.  
Commercial German National Bank, Peoria, Ill.Good Prices and Quick Returns  
TRY US  
GEO. L. BOWMAN & CO.  
Grain Commission  
Room 24,  
Chamber of Commerce PEORIA, ILL.E. B. Conover Grain Co.  
Receivers and Shippers  
GRAIN CONSIGNMENTS  
Peoria, Ill.Smith-Hamilton Grain Co.  
Grain Merchants  
Peoria - Illinois  
Members Correspondent  
Chicago Board of Trade Beach-Wickham  
Peoria Board of Trade Grain Company  
Grain Dealers Nat'l Assn.L. E. SLICK  
Receiver and Shipper  
CASH GRAIN  
PEORIA, ILL. BLOOMINGTON, ILL.Turner-Hudnut Company  
GRAIN COMMISSION  
42-47 Chamber of Commerce, Peoria, Ill.Robinson Telegraphic Cipher  
Revised Edition  
Cloth Binding . . . . . \$1.50  
Leather Binding . . . . . 2.00  
MITCHELL BROTHERS PUBLISHING CO.  
431 S. Dearborn Street Chicago, Ill.THE BOOK OF WRINKLES  
Needed by Every Grain Dealer  
Contains 171 ingenious and well described and  
illustrated devices for saving time, labor and  
money in elevators and mills.  
Price, \$1.25 Postpaid.  
Mitchell Bros. Pub. Co. 431 S. Dearborn St.  
CHICAGOSHAFTING, PULLEYS and BELTING  
By Hubert E. Collins  
An invaluable work for grain elevators, flour  
mills, or any other place where ma-  
chinery is installed. Cloth bound.  
Well illustrated. Price \$1.50  
Mitchell Bros. Pub. Co. 431 S. Dearborn St., ChicagoCHAMBER  
OF  
COMMERCE

MILWAUKEE

GRAIN  
RECEIVERSFor "UN-X-L-D" Service on CONSIGNMENTS  
of GRAIN and SEEDS  
SHIP THAT NEXT CAR TO  
THE FRANKE GRAIN CO.  
MILWAUKEE, WIS.  
GRAIN-MILL FEEDSJohn B. Meigs, Pres. G. C. Holstein, V. Pres. & Mgr.  
J. A. Campbell, Secy. and Treas.  
Mohr-Holstein Commission Co.  
29 Chamber of Commerce  
MILWAUKEE  
Sample Grain a Specialty  
Branch Offices at CHICAGO and MINNEAPOLISE. P. BACON CO.  
Grain Commission Merchants  
Sellers of Cash Grain and  
Field Seeds on Consignment  
MILWAUKEE—CHICAGO—MINNEAPOLISFlanley Grain  
Company  
Milwaukee, WisconsinFEEDS AND FEEDING STUFFS  
A compendium of animal nutrition and the rational feeding of farm animals set forth in simple, helpful language. Its basis is the extensive investigations with animals in the physiological laboratories of Europe and America and the numerous feeding trials with farm animals conducted by experiment stations, especially those of America, during the last thirty years. To these have been added the experiences of successful stockmen, gathered from the widest sources. The substance of all of the important work of our experiment stations in the feeding of farm animals, as set forth in hundreds of bulletins, is arranged, condensed and made available to the reader. Tenth edition, revised and entirely rewritten. By W. A. Henry, Emeritus Professor of Agriculture, University of Wisconsin, Octavo size, 613 pages, bound in art vellum. Price \$3.00.  
Mitchell Bros. Publishing Company 431 S. Dearborn Street  
CHICAGO, ILLINOIS







BOARD  
OF  
TRADE

KANSAS CITY

GRAIN  
RECEIVERS

GET OUR BIDS TO ARRIVE



CONSIGNMENTS

ADDISON GRAIN CO.  
Grain Commission Merchants  
Consignment Specialists"Quality Grain for Particular People"  
Get Our PRICES Before You Buy 'or Sell

Kansas City . . . St. Louis

R. J. Thresher, President and General Manager  
Eben S. Thresher, Secy. Chas. W. Avery, Treas.THRESHER FULLER GRAIN CO.  
Grain Commission Merchants  
Consignments SolicitedGrain Bought and Sold for Future Delivery  
311-314 Board of Trade KANSAS CITY, MO.

WESTERN GRAIN COMPANY

Shippers (a Speciality)

NATURAL FEEDING AND MILLING CORN, BARLEY, MILL FEED and FLOUR KAFFIR CORN, MILO MAIZE BULK OR SACKED

657-660 GIBRALTAR BUILDING

KANSAS CITY, MO.

MEMBERS — Kansas City Board of Trade, St. Louis Merchants' Exchange, Grain Dealers National Association

Consignments

Watkins Grain Co.

Kansas City - - - Mo.

CHAMBER  
OF  
COMMERCE

MINNEAPOLIS

GRAIN  
RECEIVERS

GODFREY-BLANCHARD COMPANY

GRAIN

SUPERIOR SATISFACTORY SERVICE

MINNEAPOLIS

Cereal Grading Co.

W. T. FRASER, Vice Pres. &amp; Mgr.

GRAIN MERCHANTS

CHOICE MILLING WHEAT &amp; RYE

Twenty-five years' experience in selecting and forwarding choice wheat and rye for mills. Largest rye handlers in the West. Also shippers of oats, barley and screenings.

Operating Elevator L

612 Chamber of Commerce

MINNEAPOLIS,

MINN.

THE SCROGGINS GRAIN CO.

SHIPPERS OF WHEAT

Minneapolis - Minn.

J. L. McCAULL, President R. A. DINSMORE, Vice President  
S. J. McCAULL, Secretary A. M. DINSMORE, TreasurerThe McCaull-Dinsmore Co.  
COMMISSION MERCHANTS

915-16-17 CHAMBER OF COMMERCE

MINNEAPOLIS, MINN.

DULUTH

MILWAUKEE

OMAHA

MILLING KINKS

The latest volume in the series of compilations made for millers, millwrights and grain elevator men, uniform in size and style with the "Book of Wrinkles" which has had an enormous demand among millers and millwrights. Shows 169 illustrated devices. Chapters are included on: Bins, Hoppers and Sinks; Valves and Spouting; Elevators and Conveyors; Receiving, Separating and Cleaning; Roll Auxiliaries; Sifters and Bolters; Belting and Transmission; Blending and Tempering; Filling and Packing; Sampling and Testing; Dust Collection; Lubrication; Heating, Ventilating and Fumigating; Special Tools and Devices; Miscellaneous.

PRICE \$1.00 POSTPAID

Mitchell Bros. Publishing Company  
431 S. Dearborn St., Chicago, Ill.

## The Cereals in America

By THOMAS F. HUNT, Professor of Agronomy, Cornell University

THE most valuable work of its kind ever published. The book takes up the cultivation, growth and marketing of wheat, corn, rye, barley, buckwheat and other cereals in this country, and treats each grain from its botanical relations to the products manufactured from it. An invaluable work to the grain man or miller. Printed on highly calendared paper, profusely illustrated and bound in cloth. 421 pages. Price \$2.50 Postpaid

MITCHELL BROS. PUBLISHING COMPANY  
431 South Dearborn Street CHICAGO, ILL.



MERCHANTS'  
EXCHANGE

ST. LOUIS

GRAIN  
RECEIVERS**Nanson Commission Co.**

(INCORPORATED)

**GRAIN AND HAY**

202 Chamber of Commerce

ST. LOUIS

Consignments a  
SpecialtyWrite Us for Full  
Information on  
St. Louis Markets**GOFFE & CARKENER CO.**

RECEIVERS

**GRAIN, HAY AND SEEDS**

106-107 MERCHANTS EXCHANGE

ST. LOUIS

W. C. GOFFE G. S. CARKENER G. C. MARTIN, Jr.  
K. C. Mo., Office, 101-102 Board of Trade**"THE CONSIGNMENT HOUSE  
OF ST. LOUIS"**

GRAIN, HAY and GRASS SEEDS

**Picker & Beardsley Com. Co.**

125 MERCHANTS EXCHANGE

*When You Need a  
Responsible Commission  
House, Think of***Seele Bros. Grain Co.**

St. Louis

**Service - Security****BOOKS FOR  
GRAIN DEALERS**WALLS, BINS AND GRAIN ELEVATORS, by  
Milo S. Ketchum. Illustrated, 556 pages.  
Price .....\$5.00ROPP'S CALCULATOR, new and improved edi-  
tion, with complete grain tables, and other  
invaluable discount and stock tables.  
Price .....\$1.50FUMIGATION METHODS, by Willis G. John-  
son. Illustrated, 312 pages. Pages.....\$1.50ELWOOD'S GRAIN TABLES, a standard every-  
where in the grain trade. Price.....\$1.50THE BOOK OF CORN, prepared by specialists  
under the direction of Herbert Myrick. Il-  
lustrated. Price .....\$1.50THE CEREALS IN AMERICA, an exhaustive  
treatise by Prof. Thomas F. Hunt. Illus-  
trated, 421 pages. Price.....\$2.50ROBINSON'S TELEGRAPHIC CIPHER, re-  
vised and enlarged. Price.....\$1.50FEEDS AND FEEDINGSTUFFS, by Prof. W.  
A. Henry. Illustrated, 613 pages.  
Price .....\$3.00UNIVERSAL GRAIN CODE, and Feed Mill  
Supplement. Price .....\$3.00Any of the above sent postpaid  
on receipt of price.**MITCHELL BROS. PUBLISHING CO.**  
431 S. Dearborn St. Chicago, Ill.

**Marshall Hall  
Grain Co.**  
ST. LOUIS

MARTIN MULLALLY, Pres.

**MULLALLY HAY AND GRAIN CO.**

HAY, GRAIN AND SEEDS

Merchants Exchange

ST. LOUIS, MO.

ALEX. C. HARSH  
PRESIDENTV. C. ELMORE  
VICE-PRESIDENTJOHN H. HERRON  
SECRETARY AND TREASURER**ELMORE-SCHULTZ GRAIN COMPANY**  
EXPERT SERVICE GIVEN CUSTOMERS513-516 MERCHANTS EXCHANGE  
ST. LOUIS, MO.322 S. WASHINGTON STREET  
PEORIA, ILL.

440-445 POSTAL TELEGRAPH BUILDING, CHICAGO.

We SOLICIT A PORTION OF YOUR BUSINESS FOR ANY OF THE ABOVE MARKETS, ON THE  
MERITS OF THE SERVICE WE CAN RENDER YOU.LET US HAVE YOUR OPTION BUSINESS IN CHICAGO AND ST. LOUIS.  
NOTIFY AND MAKE DRAFT ON US AT ST. LOUIS ON ALL SHIPMENTS.**Toberman, Mackey & Company**

Fastest Growing Commission House in America.

Can handle your consignments in St. Louis and Kansas City.

**GRAIN, HAY AND SEEDS**

ST. LOUIS

KANSAS CITY

**THE HOUSE OF SERVICE  
SCHULTZ & NIEMEIER  
COMMISSION CO.**305-306 Merchants Exchange  
ST. LOUIS, MO.C. L. Niemeier, President and Treasurer  
H. H. Beckman, 1st Vice-President.  
L. F. Schultz, 2nd Vice-President.  
O. H. A. Kilz, Secretary.**GRAIN AND SEEDS**

Receivers and Shippers

Specialties: Soft Winter Wheat and White  
Milling Corn.**Powell & O'Rourke**

GRAIN COMPANY

Receivers—Shippers  
—ExportersOperating  
Brooklyn St. Elevator

ST. LOUIS - MISSOURI

"We Ship What We Sell"



BOARD  
OF  
TRADE

CHICAGO

GRAIN  
RECEIVERS

## MEMBERS:

Chicago Board of Trade  
St. Louis Merchants Exchange

Chicago Phones: Harrison 6999  
Harrison 5049  
Wabash 8055

## S. MINCER

CHICAGO: Postal Tel. Bldg. ST. LOUIS, MO.

*Your Consignments and Orders in Futures Solicited*

Mr. Oscar C. White, in charge of Cash Grain Dept., will be pleased to furnish bids on grain to arrive at all times.

## HITCH & CARDER

Members Chicago Board of Trade

CASH GRAIN OUR SPECIALTY

605 Insurance Exchange Bldg.  
Tel. Wabash 6584 CHICAGO

## J. C. SHAFFER & CO.

### GRAIN MERCHANTS

CHICAGO

WHEREVER GRAIN OR HAY IS HANDLED,  
THERE THE FIRM OF  
**BRIDGE & LEONARD**  
IS WELL AND FAVORABLY KNOWN.

#### COMMISSION MERCHANTS

Members  
Board of Trade, National Grain Dealers Association,  
National Hay Association

61 to 65 Board of Trade  
CHICAGO

## WEGENER BROS.

GRAIN COMMISSION

CONSIGNMENTS—SALES TO ARRIVE

305 SO. LA SALLE ST. CHICAGO, ILL

Philip H. Schiffin, Pres.

Eugene Schiffin, Secy.-Treas.

PHILLIP H. SCHIFFLIN & CO.  
Incorporated

Commission Merchants

515-518 Postal Telegraph Bldg. Chicago, Ill.  
Consignments of all kinds of Grain and Field Seeds a Specialty

## Bartlett Frazier Co.

GRAIN

COMMISSION MERCHANTS

Western Union Building Chicago

W. A. LAMSON

H. H. LOBDELL

L. F. GATES

## Lamson Bros. & Co.

Grain

1874 Commission 1919  
Merchants

Forty-five Years of Service in the Grain Trade

HOME OFFICE  
6 Board of Trade Chicago

## SHIP YOUR HAY

to

## ALBERT MILLER & COMPANY

192 North Clark St., Chicago, Ill.

## The Real Market Place

for grain men is centered in  
the advertising columns of the

**"American Grain Trade"**

# THE UPDIKE GRAIN COMPANY

*"The Reliable Consignment House"*

CHICAGO

OMAHA

MILWAUKEE

SIOUX CITY



BOARD  
OF  
TRADE

CHICAGO

GRAIN  
RECEIVERS

Established 1852

Telephone Wabash 794

**T. D. RANDALL & CO.**

HAY AND STRAW

234 South La Salle Street

CHICAGO

**RUMSEY & COMPANY**

FOUNDED 1867

COMMISSION MERCHANTS

BOARD OF TRADE

CHICAGO

**Gerstenberg & Company**

COMMISSION MERCHANTS

Grain Seeds and Mill Feed

Barley a Specialty

305-315 So. La Salle St.

CHICAGO, ILL.

GEO. S. DOLE, Pres.

H. N. SAGER, Sec.

**J. H. DOLE & CO.**

(Established 1852)

Commission Merchants, Grain and Seeds

We solicit your  
**CONSIGNMENTS**

and orders in futures

226 La Salle Street.

CHICAGO

E. LOWITZ

J. F. BARRETT

**E. LOWITZ & CO.**

Grain Commission

ROOKERY BUILDING

CHICAGO

MEMBERS: Chicago Board of Trade, Milwaukee and Minneapolis Chamber of Commerce, St. Louis Merchants Exchange, Kansas City Board of Trade, Winnipeg Grain Exchange.

**H. M. PAYNTER**

With ROGERS GRAIN COMPANY

Grain Commission

Correspondence Solicited

Postal Telegraph Building

CHICAGO

**NORTHERN GRAIN & WAREHOUSE CO.**

Grain Merchants

538 Postal Bldg. Chicago

W. SIMONS  
President  
S. E. SQUIRES  
Vice-PresidentWARREN T. McCRAY  
Vice-President819 POSTAL TEL. BLDG.  
**SAWERS GRAIN CO.**  
CHICAGOW. F. McWHINNEY  
TreasurerGEO. L. STEBBINS  
SecretaryRepresentatives  
W. A. Werner, Edgar E. Rice  
Earl M. Davis, John M. DeBolt  
Chas. H. Lyons**Hulburt, Warren & Chandler**Stock Brokers and Commission  
Merchants, Grain and ProvisionsBusiness Solicited in Any Department  
Receiving, Shipping, Futures

208 S. La Salle St.

CHICAGO

**ARMOUR GRAIN COMPANY**

CHICAGO, ILL.

**GRAIN DEALERS**

Manufacturers of

ARMOUR'S STOCK &amp; DAIRY FEEDS

AND

ARMOUR'S OATS

ARMOUR'S CORN FLAKES

ARMOUR'S PANCAKE FLOUR

**E. W. BAILEY & CO.**

COMMISSION MERCHANTS

GRAIN, SEEDS AND PROVISIONS

72 Board of Trade

CHICAGO

**Rosenbaum Brothers**Solicits Your Consignments  
of Grain and Seeds

77 Board of Trade

CHICAGO, ILL.

**POPE & ECKHARDT CO.**

COMMISSION MERCHANTS

GRAIN AND SEEDS

111 W. Jackson Blvd.

CHICAGO

EXPORTERS

IMPORTERS

**J. Rosenbaum Grain Company**

Commission Merchants

MILLING WHEAT A SPECIALTY

CHICAGO

J. Herbert Ware Edward F. Leland

**CONSIGN**your Grain and Seeds, and send your  
orders for

GRAIN, PROVISIONS and STOCKS to

**WARE & LELAND**

190 W. JACKSON BOULEVARD

Royal Insurance Bldg.

CHICAGO

Long Distance Phones:  
Wabash 3262 Automatic 51073



**CORN  
EXCHANGE**

**BUFFALO**

**GRAIN  
RECEIVERS**



**"Follow The Flag"  
With Your Shipments**

**URMSTON GRAIN COMPANY**  
Buffalo, N. Y.



**Buffalo Grain Company**

**Receivers, Forwarders and Commission  
Consignments Solicited**

Est. 1903

Barley a Specialty



**Wheat-Rye-Corn-Barley-Oats**

Shipped to

**Eastern Grain, Mill and Elevator Corporation**

Operators of Concrete Elevator, Central Elevator and Iron Elevator

5,000,000 BUSHELS CAPACITY

Will be properly cared for on arrival and show best possible results

Ship Us Your  
**Corn, Oats and Wheat**  
Regardless Of Its Condition

*Send us your consignments*

**PRATT & CO.**

OPERATORS OF  
SUPERIOR ELEVATOR

910 Chamber of Commerce. Buffalo, N. Y.

L. S. CHURCHILL, President  
G. W. BARTLETT, Treasurer

**The Churchill Grain & Seed Co.**

Commission Orders Executed Grain and Seed Bought and Sold  
Offices: Buffalo, N. Y. Members  
Toledo, Ohio New York Produce Exchange  
Seed Warehouse: Toledo Produce Exchange  
Located at Toledo, Ohio Buffalo Corn Exchange

**S. M. RATCLIFFE**  
**Grain and Hay**

ALWAYS IN THE MARKET FOR OATS  
Superior facilities for handling Consignments

Chamber of Commerce BUFFALO, N. Y.

**UNIVERSAL GRAIN CODE**  
And Mill Feed Supplement  
Compiled for Use of  
**Grain and Milling Trades**

OF THE  
United States and Canada  
Send for a Copy Now  
Price \$3.00

**MITCHELL BROS. PUBLISHING CO.**  
431 South Dearborn St., Chicago, Ill.

FOR SATISFACTORY RESULTS

**CONSIGN**

Your Wheat, Corn and Oats to

**THE ELECTRIC GRAIN ELEVATOR CO.**  
Buffalo, N. Y.

**A Card Ad**

in the

**"American Grain Trade"**

has Excellent Display and  
is Always Easy to Find.

**BURNS GRAIN COMPANY**



CORN  
EXCHANGE

✕ BUFFALO ✕

GRAIN  
RECEIVERS

# Consignments Only

## McConnell Grain Corporation

BUFFALO

### THE TOWNSEND WARD CO.

Chamber of Commerce Bldg.  
BUFFALO, N. Y.

### Wholesale Merchants and Grain Commission

Eliminate risk of HEATING of early  
shipments of NEW CORN.

Our elevator at FOSTORIA, O., is only  
an overnight haul from your station.

Because of our ability to handle grain  
rapidly, there was NEVER AN EM-  
BARGO AGAINST FOSTORIA.

BOARD  
OF  
TRADE

✕ INDIANAPOLIS ✕

GRAIN  
RECEIVERS

John W. McCardle Bert K. Black Clyde A. McCardle

### McCardle-Black Company

### GRAIN COMMISSION MERCHANTS

Members Chicago Board of Trade  
DIRECT PRIVATE WIRE

Main Office: Indianapolis, Ind. Branch Offices:  
Frankfort, Ind., Crawfordsville,  
Ind., and Paris, Ill.

ESTABLISHED 1883

### H. E. KINNEY GRAIN CO.

619 Board of Trade, Indianapolis, Ind.  
Consignments Have Personal Attention

**SAM J. BRUCE**

Manager Consignment Department.

ESTABLISHED 1904

Fred A. Vawter

Chas. M. Vawter

"We Serve You Better"

### BELT ELEVATOR & FEED CO.

Commission Grain Brokerage  
Sam J. Bruce, Manager Commission Dept.

Cash—Futures—Private Wire



Try our Indianapolis Service with your con-  
signments

PHONES { Bell—Main 1867 515 Board of Trade  
Automatic 28-413 Indianapolis

### WM. R. EVANS GRAIN CO. Grain Merchants

Our experience will get you the results you  
are after. Send us your corn and oat ship-  
ments.

Board of Trade Bldg. Indianapolis, Ind.

### P. M. GALE GRAIN CO. BROKERAGE

My Specialty

Let me buy for you in Indianapolis.  
I satisfy others—why not you?

INDIANAPOLIS - - - INDIANA

### Robinson Telegraphic Cipher Revised Edition

Cloth Binding . . . . . \$1.50  
Leather Binding . . . . . 2.00

**MITCHELL BROTHERS PUBLISHING CO.**

431 S. Dearborn Street Chicago, Ill.

W. D. Springer

J. A. McComas

### Springer-McComas Grain Co.

Elevator Operators

and

Commission Merchants

423 Board of Trade, Indianapolis, Ind.



**"Follow The Flag"**  
With Your Shipments  
**URMSTON GRAIN COMPANY**  
Indianapolis, Ind.

### Experienced Advertisers Know

that the "American Grain Trade" is preserved for reference by elevator men, country grain shippers and grain receivers at the terminal markets long after other journals have been thrown away.



**COMMERCIAL  
EXCHANGE**
**PHILADELPHIA**
**RECEIVERS  
AND  
SHIPPERS**

W. M. RICHARDSON  
**RICHARDSON BROS.**  
BROKERS  
GRAIN, FLOUR and MILL FEEDS  
THE BOURSE, PHILADELPHIA, PA.

Members { Grain Dealers National Ass'n.  
Commercial Exchange, Philadelphia, Pa.  
Chamber of Commerce Philadelphia, Pa.  
Illinois Grain Dealers Ass'n  
Indiana Grain Dealers Ass'n

**S. H. YOUNG & CO.**  
GRAIN, FLOUR, ALFALFA AND  
MILL FEEDS  
Consignments Solicited  
417-419 "The Bourse," PHILADELPHIA

**E. L. ROGERS & CO.**  
COMMISSION MERCHANTS  
Receivers and Shippers of  
HAY, STRAW, GRAIN, Etc.  
Over 50 years in the business  
358 Bourse Bldg., PHILADELPHIA, PA.

**L. F. MILLER & SONS**  
Receivers and Shippers of  
GRAIN, FEED, SEEDS, HAY, ETC.  
OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.  
CONSIGNMENTS SOLICITED  
Special attention given to the handling of  
CORN and OATS

The fact that we want your Wheat, Corn,  
Oats and Mill Feed does not interest you, but the  
fact that it will make you money to ship to us  
does. Hundreds of satisfied shippers will say that  
LEMONT makes them money.  
**E. K. LEMONT & SON**  
411 Bourse Building PHILADELPHIA, PA.

**ROPP'S CALCULATOR**  
A new and improved edition of this standard work, in-  
valuable to grain dealers. Tables show at a glance the  
value of wheat, corn, rye, oats, barley, seeds, etc., at all  
market prices per bushel; also the weight reduced to  
bushels. Trade discounts, stock tables, capacity tables,  
short-cut arithmetic. Solve any problem in the twink-  
ling of an eye. The grain tables alone make it indispen-  
sable to all who handle grain. Price \$1.50 postpaid.  
MITCHELL BROS. PUBLISHING CO.  
431 S. Dearborn St., Chicago, Ill.

CONSIGN  
OR  
SELL US  
YOUR WHEAT

**E. E. DELP GRAIN CO.**  
EXPORTERS

453 Bourse Building Philadelphia, Pa.

SELL US  
YOUR  
BARLEY AND  
RYE

**CHAMBER  
OF  
COMMERCE**
**BALTIMORE**
**GRAIN  
RECEIVERS**

*OUR PATRONS Get the Service*  
**JOHN T. FAHEY & CO.**  
GRAIN RECEIVERS AND EXPORTERS  
Send Us Your BALTIMORE Shipments  
**BALTIMORE, MD.**

**HAVE YOU  
TRIED**  
**E. STEEN & BRO.**  
GRAIN--HAY  
Baltimore, - Md.

**CHAS. ENGLAND & CO.**  
RECEIVERS OF  
**GRAIN and HAY**  
308-310 Chamber of Commerce  
BALTIMORE, MD.

**Baltimore Pearl Hominy Co.**  
Seaboard Corn Mills  
Baltimore, Md. S. F. Evans, Mgr.  
We are always in the market for White and  
Yellow Corn for Milling purposes.  
Correspondence and Offers Solicited

New Firm Name But Same GOOD SERVICE  
**WALTER F. MACNEAL & CO.**  
Formerly of and Successors to  
**J. M. FRISCH & CO.**  
316 Guilford Avenue, Baltimore  
For 25 Years We **GRAIN - HAY**  
Have Specialized  
Consignments Solicited

## WALLS, BINS AND GRAIN ELEVATORS

By MILO S. KETCHUM

Design and construction are covered completely in this book of 556 pages. The new second edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

PRICE \$5.00 POSTPAID

**MITCHELL BROS. PUBLISHING COMPANY**

431 S. DEARBORN STREET  
CHICAGO, ILL.



**PRODUCE  
EXCHANGE**

**NEW YORK**

**GRAIN  
RECEIVERS**

## BRAINARD COMMISSION COMPANY

RECEIVERS AND EXPORTERS

### OATS AND BARLEY

Send samples all off grade grains  
Consignments Solicited

Produce Exchange  
NEW YORK

## L. W. FORBELL & CO.

Commission Merchants

342 Produce Exchange NEW YORK

Try us with consignments of oats and corn.  
We are Specialists in these grains and  
are strictly Commission Merchants.

**GRAIN  
RECEIVERS**

**OTHER MARKETS**

**GRAIN  
RECEIVERS**

E. A. MOWREY  
Pres. and Mgr.

C. W. COLBY  
Secretary

HUTCHINSON, KANS.

## HUTCHINSON GRAIN CO.

Receivers and Shippers

**GRAIN, HAY and FEED**

DEALERS IN

Kansas Turkey

Hard Wheat

### LANCASTER, PA.

**ALWAYS INTERESTED**  
IN BUYING and SELLING  
GRAIN and MILL FEEDS

Keep us posted on your offerings, or advise us  
what you wish to buy.

We want to keep in touch with you regularly.

**JONAS F. EBY & SON**  
Lancaster, Pa.

### CRAWFORDSVILLE, IND.

**CRABBS REYNOLDS TAYLOR CO.**  
Crawfordsville, Ind.

**GRAIN**

**Clover and Timothy Seeds**

Get in touch with us.

### CINCINNATI, OHIO

BROKERAGE & COMMISSION  
GRAIN FLOUR MILL FEED

**A. BENDER**

Mill Feed A Specialty

610 Fourth Nat. Bk. Bldg.

PHONE MAIN 2492 CINCINNATI, O.

### MEMPHIS, TENN.

**WALTER M. BROWNE**  
GRAIN HAY AND MILL FEED

Consignments Solicited. MEMPHIS, TENN.

Member {  
Memphis Merchants Exchange  
Memphis Grain and Hay Association  
Grain Dealers National Association  
National Hay Dealers Association

### CEDAR RAPIDS, IOWA

**Cedar Rapids Grain Co.**

RECEIVERS AND SHIPPERS

**CEDAR RAPIDS - IOWA**

Consign to or Ask for Bids

**The Brouse-Skidmore Grain Co.**

Receivers and Shippers

**GRAIN-HAY-FEED**

CINCINNATI, OHIO

Milling Wheat and Corn Our Specialty Mail Us Samples

### DENVER, COL.

**The Denver Elevator**

Wholesale Grain and Grain Products

Colorado and Kansas Flours

**DENVER, COLORADO**

**KING-WILDER GRAIN CO.**

BUYERS and SHIPPERS

Write, wire, phone

Cedar Rapids Nat'l. Bank Building, CEDAR RAPIDS, IA.

### BRATTLEBORO, VT.

**E. CROSBY & COMPANY**

WHOLESALE

**FLOUR and FEED**

MILL AND ELEVATOR AT

Brattleboro, Vermont

Storage capacity, 500 cars sacked goods,  
125,000 bu. bulk grains.

### TERRE HAUTE, IND.

**Paul Kuhn & Co.**

Receivers and Shippers

**GRAIN**

Terre Haute

Indiana

### CAIRO, ILL.

**Samuel Hastings Co.**

**Cairo, Ill.**

Established 1885

**Uncle Sam Oats**

**Kiln Dried Corn**

Write, Wire or Phone  
for Prices

**John H. Lloyd & Co.**

Grain Merchants

Members—  
Chicago Board of Trade  
Grain Dealers Nat'l Assn.  
Illinois Grain Dealers' Assn.

Springfield,  
Illinois



## LEADING GRAIN RECEIVERS IN ALL MARKETS

### ATCHISON, KAN.

Mangelsdorf Seed Co., Seeds.\*

### ATLANTA, GA.

Gregg, Jos., & Son, grain & hay brokers.\*†

### BALTIMORE, MD.

Baltimore Pearl Hominy Co., corn buyers.\*  
Belt Seed Co., seeds.  
England & Co., Chas., grain, hay receivers.\*†  
Fahey & Co., John T., receivers, exporters.\*  
Hax & Co., G. A., grain and hay receivers.\*†  
Macneal & Co., Walter F., grain, hay.\*†  
Steen & Bro., E., grain, hay.\*†

### BLOOMINGTON, ILL.

Bloomington Mills, R. C. Baldwin, Mgr., shippers.  
Slick, L. E., receivers and shippers.\*  
Worth-Gyles Grain Co., buyers, shippers cash and future grain.\*

### BRATTLEBORO, VT.

Crosby & Co., E., grain, flour, feed.\*

### BUFFALO, N. Y.

Buffalo Grain Co., receivers, shippers.\*  
Burns Grain Co., grain commission.\*  
Churchill Grain & Seed Co., grain and seeds.\*  
Eastern Grain, Mill & Elevator Corporation, wheat, rye, corn, barley, oats.\*†  
Electric Grain Elevator Co., consignments.\*†  
McConnell Grain Corporation, grain.\*†  
Pratt & Co., corn, oats, wheat.\*  
Ratliffe, S. M., grain and hay.\*†  
Townsend-Ward Co., receivers and shippers.\*  
Urmston Grain Co., grain commission.\*†  
Whitney-Eckstein Seed Co., wholesale seed merchants.

### CAIRO, ILL.

Hastings Co., Samuel, grain, hay.\*†

### CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., grain merchants.\*  
King-Wilder Grain Co., buyers and shippers.\*

### CHICAGO, ILL.

Armour Grain Co., grain buyers.\*  
Bache & Co., J. S., grain, seeds, consignments.  
Bailey & Co., E. W., commission merchants.\*  
Bartlett Frazier Co., receivers and shippers.\*  
Bridge & Leonard, grain, hay.\*†  
Continental Seed Co., seeds.  
Dickinson Co., Albert, seeds.  
Dole & Co., J. H., commission merchants.\*  
Freeman & Co., Henry H., hay, straw, grain.\*†  
Gerstenberg & Co., grain and seeds.\*  
Hitch & Carder, grain commission.\*  
Hoit & Co., Lowell, com. grain, seeds.  
Hulburd, Warren & Chandler, com. merchants.\*  
Illinois Seed Co., seed merchants.  
Lamson Bros. & Co., commission merchants.\*  
Lowitz & Co., E., grain commission.\*  
McCarthy Bros. Co., grain commission.\*  
McKenna & Dickey, com. merchants.\*  
Miller & Co., Albert, hay and produce.\*†  
Miner, S., consignments, futures.\*  
Norris Grain Co., grain merchants.\*  
Northern Grain & Warehouse Co., grain.  
Paynter, H. M., grain commission.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Quaker Oats Co., wheat, corn, oats, barley, rye.  
Randall & Co., T. D., hay and straw.  
Rosenbaum Brothers, receivers, shippers.\*†  
Rosenbaum Grain Co., J., shippers.\*  
Rumsey & Co., grain commission.\*  
Sawers Grain Co., grain commission.\*  
Schiffin & Co., Philip H., com. merchants.\*  
Shaffer, J. C., & Co., grain merchants.\*  
Simons, Day & Co., grain, stocks, bonds.\*  
Updike Grain Co., consignments.  
Wagner & Co., E. W., receivers, shippers.\*  
Ware & Leland, grain and seeds.\*  
Wegener Bros., grain commission.\*

### CINCINNATI, OHIO.

Bender, A., grain, bag, mill feed.\*†  
Brouse-Skidmore Grain Co., rec. & shipper.\*†

### CLEVELAND, OHIO

Cleveland Grain Co., receivers and shippers.\*†  
Shepard, Clark Co., grain merchants.\*†

### CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.\*†

\*Members Grain Dealers' National Association.

### DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*

### DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay, beans.\*†  
Denver Elevator, The, grain.\*

### DES MOINES, IOWA.

Ankeney Linseed Mfg. Co., flax.  
Bartz & Co., W. H., grain merchants.\*  
Des Moines Elevator & Grain Co., grain merchants.\*  
Mid-West Consumer's Grain Co., grain merchants.\*  
Sawers Grain Co., grain merchants.\*  
Taylor & Patton Co., grain merchants.\*

### DETROIT, MICH.

Carson & Co., H. C., wheat, corn, oats, rye, beans.\*  
Dumont, Roberts & Co., receivers, shippers.\*

### DULUTH, MINN.

White Grain Co., grain and hay.\*†

### EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.\*

### HUTCHINSON, KAN.

Hutchinson Grain Co., grain, hay and feed.\*

### INDIANAPOLIS, IND.

Belt Elevator & Feed Co., commission, grain, brokerage.\*  
Boyd Grain Co., Bert A., grain commission.\*  
Evans Grain Co., Wm. R., grain merchants.\*  
Gale Grain Co., P. M., brokerage.\*  
Hayward-Rich Grain Co., commission and brokerage.\*  
Kendrick & Sloan Co., receivers and shippers.\*†  
Kinney, H. E., Grain Co., grain, hay, feed.\*†  
McCardle-Black Co., grain commission.\*  
Merchants Hay & Grain Co., grain and hay.\*†  
Sawers Grain Co., grain commission.\*  
Springer-McComas Grain Co., grain commission.\*  
Urmston Grain Co., grain commission.\*†  
Witt, Frank A., grain commission and brokerage.\*

### KANSAS CITY, MO.

Addison Grain Co., grain commission merchants.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., corn and oats.\*  
Peppard Seed Co., J. G., alfalfa seed, millet.  
Rudy-Patrick Seed Co., seeds.  
Thresher Fuller Grain Co., commission.\*  
Watkins Grain Co., consignments.\*  
Western Grain Co., shippers grain and feed.\*

### LA CROSSE, WIS.

Salzer Seed Co., John A., seeds.

### LANCASTER, PA.

Eby & Sons, Jonas F., receivers and shippers.\*†

### LIMA, OHIO.

Hurley Buchholtz Co., wholesale grain, hay, straw.\*†

### LOUISVILLE, KY.

Edinger & Co., grain, hay, feed.\*†  
Farmer & Sons, Oscar, grain, hay, feed.\*†  
Williams & Monroe, grain, stocks, cotton.

### MEMPHIS, TENN.

Browne, Walter M., grain, hay, mill feed.\*  
U. S. Feed Co., receivers and shippers.\*†

### MIDDLEPOINT, OHIO

Pollock Grain Co., wholesale grain, hay.\*

### MILWAUKEE, WIS.

Bacon Co., E. P., grain commission.\*  
Courteen Seed Co., seeds.  
Donahue-Stratton Co., buyers and shippers.\*  
Flanley Grain Co., grain.  
Franke Grain Co., receivers and shippers.\*  
Kamm Co., P. C., grain merchants.\*  
Kellogg Seed Co., seeds.  
Mohr-Holstein Commission Co., grain com.\*  
Taylor & Bournique Co., corn, oats, barley.\*

### MINNEAPOLIS, MINN.

Cereal Grading Co., grain merchants.\*  
Godfrey-Blanchard Co., grain commission.\*  
McCaull-Dinsmore Co., com. merchants.\*  
Quinn, Shepherdson Co., grain merchants.\*  
Scroggins Grain Co., The, wheat shippers.\*

†Members National Hay Association.

### NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.\*

### NEW YORK, N. Y.

Brainard Commission Co., oats, barley.\*  
Forbell & Co., L. W., com. merchants.\*  
Nungesser-Dickinson Seed Co., seeds.  
Power & Co., W. D., hay, straw, produce.\*†  
Radwaner Seed Co., I. L., seeds.

### PEORIA, ILL.

Buckley & Co., grain, hay, seeds.\*  
Bowman & Co., Geo. L., grain commission.  
Cole Grain Co., Geo. W., grain receivers.\*  
Conover Grain Co., E. B., receivers, shippers.  
Dewey & Sons, W. W., grain commission.\*  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*†  
Mueller Grain Co., receivers and shippers.\*  
Rumsey, Moore & Co., grain commission.\*  
Slick, L. E., receivers and shippers, cash grain.  
Smith-Hamilton Grain Co., grain.\*  
Warren Commission Co., consignments.\*

### PHILADELPHIA, PA.

Delp Grain Co., E. E., grain commission.\*  
Lemont & Son, E. K., wheat, corn, oats, feed.\*†  
Miller & Sons, L. F., receivers and shippers.\*†  
Richardson Bros., grain, flour, mill feeds.\*  
Rogers & Co., E. L., receivers and shippers.\*†  
Young & Co., S. H., grain, flour and feeds.

### PITTSBURGH, PA.

Foster Co., C. A., wholesale grain, hay.\*†  
Harper Grain Co., grain commission.  
Heck & Co., W. F., grain, hay, mill feeds.\*†  
Herb Bros. & Martin, grain and hay.\*†  
McCague, R. S., grain and hay.\*†  
Rogers & Co., Geo. E., receivers & shippers.\*†  
Walton Co., Samuel, hay, grain, mill feed.\*†

### RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feed.\*†  
Southern Brokerage Co., hay, grain, feed.\*

### ST. LOUIS, MO.

Elmore-Schultz Grain Co., receivers, shippers.\*†  
Goffe & Carkener Co., grain, hay, seeds.\*†  
Graham & Martin Grain Co., rec. exclusively.\*†  
Langenberg Bros. Grain Co., grain com.\*†  
Marshall Hall Grain Co., receivers, shippers and exporters.\*  
Mullally Hay & Grain Co.\*†  
Nanson Commission Co., receivers, shippers.\*†  
Picker & Beardsley Com. Co., grain, hay.\*†  
Powell & O'Rourke Grain Co., receivers, shippers, exporters.\*  
Prunty, Chas. E., grain and seeds.\*  
Schisler Seed Co., A. W., field and garden seeds.  
Schultz & Niemcier Com. Co., receivers and shippers.\*  
Seele Bros. Grain Co., commission.\*  
Toberman, Mackey & Co., grain, hay, seeds.\*†  
Turner Grain Co., grain commission.\*

### SIDNEY, OHIO.

Custenborder & Co., E. T., buyers and shippers of grain in car lots.\*  
Wells Co., J. E., wholesale grain, seed.\*

### SPRINGFIELD, ILL.

Lloyd & Co., John H., grain merchants.\*

### TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.

### TIFFIN, OHIO.

Sncath-Cunningham Co., grain and seeds.

### TOLEDO, OHIO.

De Vore & Co., H. W., grain, seeds.\*  
King & Co., C. A., grain and seeds.\*†  
Raddatz & Co., H. D., grain, seeds.\*  
Rice Grain Co., receivers and shippers.\*  
Southworth & Co., grain and seeds.\*†  
Wickenhiser & Co., John, grain dealers.\*  
Young Grain Co., grain, seeds.\*  
Zahm & Co., J. F., grain and seeds.\*†

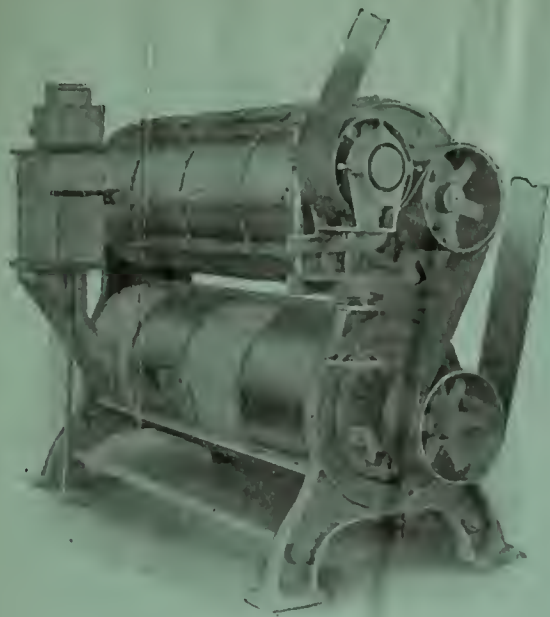
### TOPEKA, KAN.

Derby Grain Co., wheat, oats, corn.\*  
Golden Belt Grain & Elevator Co., grain.\*

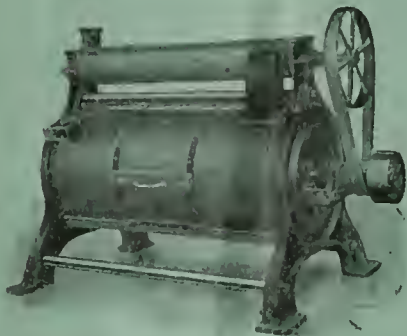
### WINCHESTER, IND.

Goodrich Bros., wholesale grain, seeds, hay.\*†





The Wolf-Dawson Wheat Washer and Drier  
Capacity—30 to 400 bu. per hour.



The Ideal Washer for the Small Mill or Elevator  
Capacity—20 to 150 bu. per hour.

## CLEANING DIRTY WHEAT

is a simple and most profitable operation. Elevators and Mills should pay only for clean wheat. But when wheat comes to the elevator or mill contaminated with Smut, Ergot and other foreign material, the Manager docks it heavily and then washes it clean with a

### WOLF-DAWSON WHEAT WASHER

and Dries it ready for the bin or car—big profits and little attention. Cleans the dirtiest wheat for less than one-half cent per bushel and this includes Power, Water, Waste and Labor.

Millers who do not operate a Wolf-Dawson Wheat Washer and Drier pay big prices for washed wheat—because washed wheat lowers the ash content, improves the quality and richens the color of the flour.

Write for Bulletin 94 and ask for a list of Users of the Wolf-Dawson. Get first hand information and see how profitably a single or double cylinder Washer will fit into your elevator or mill.

## THE WOLF COMPANY

*Builders of Complete Flour,  
Corn, Cereal and Feed Mills*

Chambersburg, Pa.

U. S. A.

## Stern, Costly Facts

Are the little daily losses in time and lubricant; the repair stops and expenses; the trouble caused by uneven grinding and the maintenance bills of a babbitt bearing, out-of-date feed grinder.

We ask, as a plain business proposition, which would pay you better, to ignore these losses, which, in the aggregate, soon amount to a substantial sum of real money, or to protect yourself permanently from such loss by investing in

## The Monarch Ball Bearing Attrition Mill

Write for  
Catalog  
D-No. 115

Belt Driven  
If Preferred



The Monarch is never careless, heedless or inattentive to business.

Ball bearings practically eliminate friction, institute perfect and permanent tram, chase away power and lubricant losses, and inaugurate and continually safeguard uniform grinding.

The mission of this mill is to protect your profits; not by the grace of luck, but by inbuilt, original features which never cease to exist.

## SPROUT, WALDRON & CO.

Main Office and Works, MUNCY, PA. P. O. Box 320

Chicago Office: No. 9 South Clinton Street

## The Corn Exchange National Bank

OF CHICAGO

Capital - - - - \$ 5,000,000.00  
Surplus and Profits - 10,000,000.00

### OFFICERS

ERNEST A. HAMILL, Chairman of the Board.	JAMES G. WAKEFIELD, Vice-Pres.
EDMUND D. HULBERT, President.	EDWARD F. SCHOENECK, Cashier
CHARLES L. HUTCHINSON, Vice-Pres.	LEWIS E. GARY, Assistant Cashier
OWEN T. REEVES, JR., Vice-President	JAMES A. WALKER, Assistant Cashier
J. EDWARD MAASS, Vice-President	CHARLES NOVAK, Assistant Cashier
NORMAN J. FORD, Vice-President	JOHN S. COOK, Assistant Cashier

### DIRECTORS

WATSON F. BLAIR	CHARLES H. HULBURD
CHAUNCEY B. BORLAND	CHARLES L. HUTCHINSON
EDWARD B. BUTLER	JOHN J. MITCHELL
BENJAMIN CARPENTER	MARTIN A. RYERSON
CLYDE M. CARR	J. HARRY SELZ
ERNEST A. HAMILL	EDWARD A. SHEDD
HENRY P. CROWELL	ROBERT J. THORNE
EDMUND D. HULBERT	CHARLES H. WACKER

### UNITED STATES DEPOSITARY

Foreign Exchange

Cable Transfers

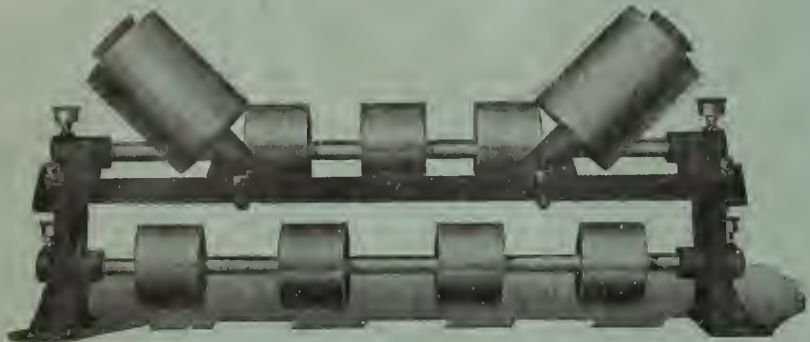
Letters of Credit

Accounts of grain elevator operators and commission men throughout the country respectfully solicited





## Belt Conveyors of All Kinds



If you are considering the construction of a new elevator or mill or the remodeling of the same, THE WELLER machinery will be found to meet any requirement of your particular case.

Just as the name WELLER signifies superior quality in all types of conveying machinery so will the same standard hold in BELT CONVEYORS.

MANUFACTURERS OF

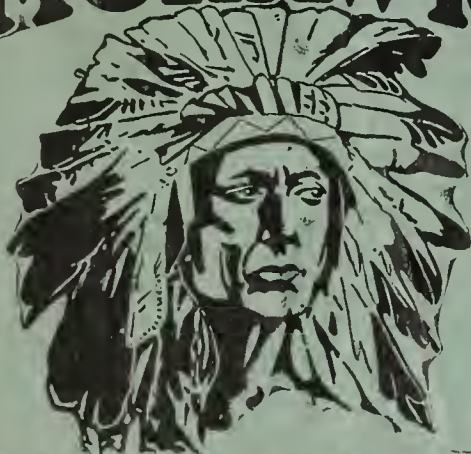
**Elevating Conveying and Power  
Transmission Machinery**  
**WELLER MANUFACTURING CO.**  
CHICAGO, ILL.

BOSTON, MASS.  
NEW YORK CITY, N. Y.

PHILADELPHIA, PA.  
PITTSBURGH, PA.

BALTIMORE, MD.  
SALT LAKE CITY, UTAH

# MOHAWK



## RUBBER BELTING

For many years the Standard  
Belting for elevators.

Specify this belting when con-  
tracting to build or remodel.

Demand it when ordering direct.

**The Gutta Percha & Rubber Mfg. Co.**

301 W. Randolph St.

CHICAGO

# WEBSTER

## Grain Elevator Machinery

FOR over forty years Webster Conveying,  
Elevating, Loading and Transmission  
Machinery has stood the test of service.  
It is good machinery, built to a quality standard.



We design and build EVERYTHING that goes  
into the modern elevator. Our engineers will  
be glad to go over specific requirements, either  
on new structures, repairs or extensions, and  
make recommendations.

Catalog upon request

**The Webster M'f'g. Company**  
TIFFIN, OHIO

Offices in Chicago, New York and Boston

"UNCLE SAM" has now allowed us to purchase steel  
and resume the manufacture of the

## CLIMAX SCOOP TRUCK

which will be glad news for many waiting customers. The Scoop-  
Truck enables one man to remove more coal or grain from a box car  
than three men can move in the ordinary way. Ask any of the 5,000  
users who have tried it.

Price

Standard - - - \$15.00  
Extra Heavy - - - 17.00

F. O. B. Factory

**DETROIT  
SCOOP-TRUCK  
COMPANY**

2227 W. Jefferson Ave DETROIT, MICH.



The Supreme Courts have  
ruled against you, so why put  
off having a dust collecting sys-  
tem installed to prevent a dust  
explosion? It doubles the lease  
of life of your employes and  
gives you a clean elevator even  
though you never meet with a  
loss. We make dust collectors,  
but collectors alone will not pro-  
tect you.

Write

**THE DAY COMPANY,**

Minneapolis, Minn.

Pioneers in the work.